

## **1.2 ASSESSMENT OBJECTIVES**

The end of Cycle assessment for Entrepreneurship Education shall be guided by three assessment objectives focusing on the learner's ability to:

**AO1:** Analyse investment opportunities within the community and initiate a viable business venture that meets local needs and demonstrates sustainability.

**AO2:** Operate and strategically manage a selected business venture, applying growth-oriented practices to improve performance, increase profitability, and ensure long-term sustainability.

**AO3:** Identify and effectively utilize relevant business support services to strengthen operational efficiency, promote sustainable practices, and enhance the long-term viability of their enterprise.

## **3.0 STRUCTURE OF THE EXAMINATION PAPER.**

There will be one examination paper for Entrepreneurship Education at ASC. The examination paper shall have three sections, with each section addressing an assessment objective.

Entrepreneurship Education paper shall contain **three** sections; A, B and C. Section **A** shall consist of items developed from construct one; Exploring Entrepreneurial Investment Opportunities for Development to address assessment objective 1, Section **B** shall consist of items developed from construct two; Managing a business for Sustainability to address assessment objective 2, while Section **C** shall consist of items developed from construct three; Supporting business for sustainability to address assessment objective 3. The items in the paper will be scenario based and duration for the paper shall be 3 hours.

## **INSTRUCTIONS TO CANDIDATES**

- This paper consists of three sections: **A, B, and C.**
- You are required to attempt **FOUR** items in All.
- Select **TWO** items from **Section A.**
- **Section B is compulsory.**
- Select **ONE** item from **Section C.**
- Duration 3 Hours

## **SECTION A**

### **CONSTRUCT ONE: EXPLORING ENTREPRENEURIAL INVESTMENT OPPORTUNITIES FOR DEVELOPMENT**

Select **TWO** items from this section

#### **ITEM ONE**

A group of youth in Mukono district have noticed widespread tree cutting for charcoal production which has resulted into environmental degradation in the area. After scanning the environment, they have come up with an innovative idea of producing eco-friendly and smoke-free briquettes which are unique and better than the current briquettes on market. However, they have inadequate knowledge about the techniques of producing unique and better briquettes and the process of turning their thoughts into a real business. They are also intending to engage the community in controlling environmental degradation through a meeting but they have inadequate knowledge on the structure of the Advocacy presentation to the audience.

#### **Task**

Using your entrepreneurial knowledge and skills, prepare a presentation analysing the challenges in the scenario and guide the youth on addressing them

### **ITEM TWO**

The establishment of small-scale businesses in Uganda is mainly limited by the economic environment among other external factors that affect the business operation in the country. Additionally, many small and medium enterprises collapse before they complete their first year of operation because the business owners have inadequate knowledge of how to revive the collapsing businesses. Kitabu Confectionaries is among the small-scale businesses that operates in Lira District. The main goal of the confectionary is to exhibit a unique and attractive personal brand through leading other baking businesses in the district which it has failed to achieve. Uganda Small Scale Business Association has organized an exhibition for the small businesses. The chairperson of the Association has invited you to give a presentation on how to address the above challenges faced by the business community.

#### **Task**

Prepare a presentation that advises business owners and the government of Uganda on how to overcome the challenges described in the scenario. In addition, examine the principles that Kitabu Confectionaries should follow in order to achieve its business goals.

### **ITEM THREE**

Mpigi District Local Government has noticed a high rate of environmental encroachment on River Katonga and the surrounding areas. The notable unsustainable environmental practices include deforestation, poor waste disposal and sand mining among others. Meanwhile, the community members have failed to establish the possible business opportunities around River Katonga which is attributed to limited knowledge on selecting profitable business opportunities. In an effort to restore the environment, the District Environmental Officer together with the Community Development Officer (CDO) have organised a meeting to sensitise the community on the possible business opportunities in the area

and the best practices they can employ to manage the environmental threats caused by unsustainable use of natural resources. The District Environmental Officer together with the Community Development Officer (CDO) have requested you as a student of entrepreneurship education to make a presentation on their behalf to address the above aspects;

**Task:**

Prepare a message inviting the community to a sensitisation meeting, and develop a presentation that addresses the challenges identified in the scenario.

**SECTION B**

**CONSTRUCT TWO: MANAGING A BUSINESS FOR SUSTAINABILITY**

**This item is Compulsory**

**ITEM FOUR**

You have been actively engaged in producing of selected products following the standard production procedures and marketing them using appropriate strategies. These include collecting information about the market such as identifying customer needs, pricing strategies, level of competition among others. Because of your business success, senior five entrepreneurship students from a nearby secondary school have expressed interest in visiting your school to learn your good business practices which include compiling a business profile, demonstration of the production process and developing a customer information collection questionnaire. You have been selected to represent your business club to address the visiting learners.

**Task**

Prepare a presentation to be delivered during the interaction with the visiting students, clearly explaining the aspects that align with their interests.

## SECTION C

### COSTRUCT THREE: SUPPORTING BUSINESS FOR SUSTAINABILITY.

Select ONE item from this section

#### ITEM FIVE

Lubex Foods Ltd is a growing food processing and distribution company operating across Uganda. The business is seeking to expand its investment by raising long-term capital through Uganda's Capital Markets following the appropriate procedures. However, due to the recent departure of its accountant and inability to replace him immediately, the company currently lacks the internal financial expertise needed to undertake this process. To support its expansion plans, Lubex Foods Ltd is preparing a consolidated financial report which will enable it to evaluate its financial performance based on existing financial record as reflected in the account summary provided below;

#### **Lubex Foods Ltd.'s**

#### **Summary of balances as at 31<sup>st</sup> December 2024**

<b>Particulars</b>	<b>Amount (UGX)</b>
Sales Revenue	120,000,000
Sales at cost	60,000,000
Operating Expenses	27,000,000
Loan Payable	10,000,000
Equipment at Cost	30,000,000
Accumulated Depreciation	6,000,000
Business Premises	65,000,000
Cash at Bank	8,000,000

Closing Inventory	7,000,000
Accounts Receivable	5,000,000
Accounts Payable	6,000,000
Drawings	5,000,000
Capital Invested	65,000,000

### **Task**

Prepare financial reports and interpret the profitability of Lubex Foods Ltd using rate of returns on capital employed and provide guidance on the roadmap the company should follow to access suitable investment products.

### **ITEM SIX**

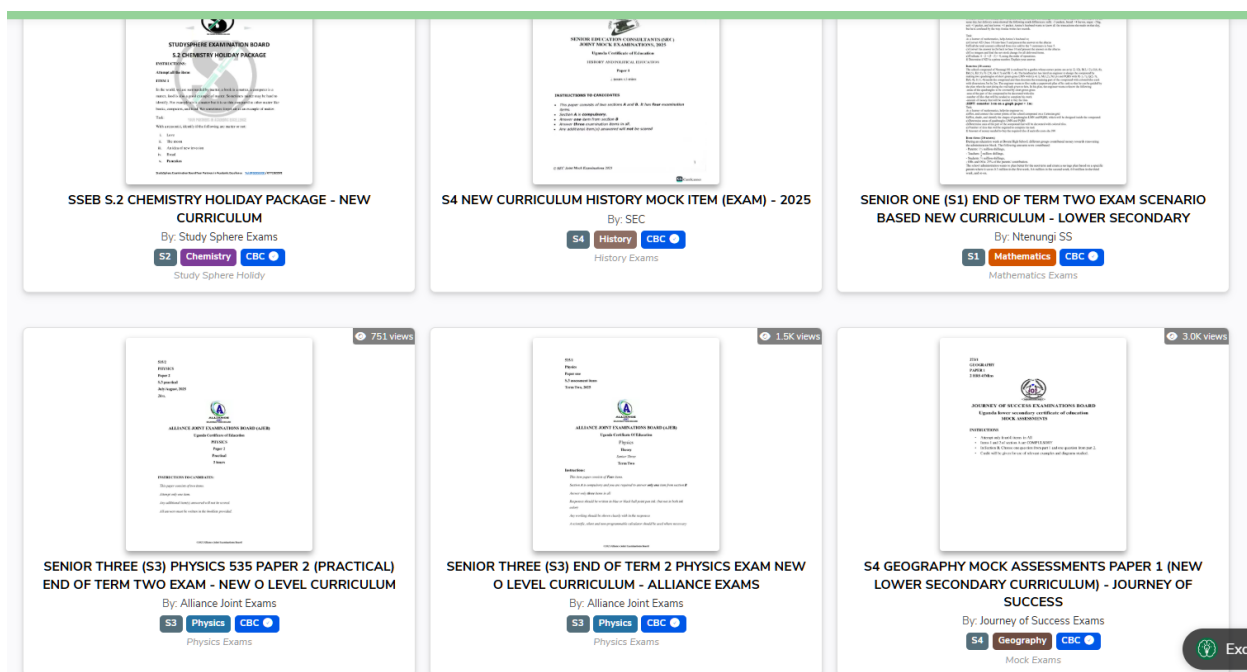
Kamwaka is a VAT registered wholesaler who deals in general merchandise operating in Kampala Business Centre. His business is exposed to several risks which include fire, theft and burglary, loss of profits and their consequential losses. After consulting successful entrepreneurs in related businesses, he was advised to undertake an insurance contract following appropriate procedures unfortunately, he doesn't know where to start from. Meanwhile Kamwaka faces a risk of getting closed by Uganda Revenue Authority (URA) as a result of failure to comply with tax regulations. According to URA officials, Kamwaka has failed to file VAT returns for the month of October 2025 and URA records captured through Electronic Fiscal Receipting and Invoicing System (EFRIS) indicate that the business made significant sales during the month. In response, Kamwaka says that his accountant who is responsible for filing returns and computation of VAT liability went for maternity leave and she is expected to come back in January 2026 yet the available workers including himself do not have adequate knowledge of computing VAT liability. Available records in regards the purchases and sales made during the month of October are shown in the table below.

<b>Products and their measurements</b>	<b>Quantity bought and sold</b>	<b>Purchasing Price (UGX) Per Unit (VAT Exclusive)</b>	<b>Selling Price (UGX) Per Unit (VAT Exclusive)</b>
Sugar (50Kgs bag)	60	200,000	240,000
Wheat flour (Carton)	45	80,000	100,000
Soap (25 Bars Box)	80	125,000	134,000
Cooking Oil (25 Litter's Jerry can)	55	140,000	165,000

### **Task**

With reference to the scenario, guide Kamwaka through the process he should follow to implement the advice given to him, and compute his VAT liability for the month of October 2025.

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