

**ENTREPRENEURSHIP**

**SENIOR FOUR END OF YEAR EXAMINATIONS, 2021**

**SUBJECT: ENTREPRENEURSHIP**

**DURATION: 2 HOURS**

**INSTRUCTIONS:**

1. Write your names and class on the answer booklet
2. Do not open this question paper until you are told to do so.

3) This paper has **TWO** sections **A** and **B**

 **SECTION A**: Attempt all questions. **(55 marks)**

 **SECTION B**: Attempt all questions. **(45 marks)**

 4) Use a **blue** or **black** pen

**SECTION A.ANSWER ALL QUESTIONS ( 55 Marks)**

1. Describe any three methods used by an entrepreneur to generate business ideas.  **(6 Marks)**

2. Kagaba is a Manager of City Hotel he wants to sign contract with Keza who wants to supply eggs and chickens to Hotel. Help them and describe any six necessary elements to be based on their written contract.  **(6 Marks)**

3. Differentiate business growth from business development. **(5 Marks)**

4. Suppose your friend is any entrepreneur and he/she wants to open a company for making sugar cane juice, advise him on any three factors considered before choosing an appropriate technology. **(6 Marks)**

5. A customer relation is the relationship between the entrepreneur and customers and how customers are treated.Customer service is how we meet the needs of people who use our services. Knowing how customers treated in different entreprises explain any three levels of customer service.  **(6 Marks)**

6. Differentiate the debit note from credit note and give one reason on each for issuing them.

 **(6 Marks)**

7. Draw the financial plan process. **(6 Marks)**

8. Describe any three activities would you do to insure any juice product meets the standard.

  **(6 Marks)**

9. Suppose you are owner of any company. Write any two rights and any two responsibilities of your workers/employees. **(4 Marks)**

10. Show and explain any two roles of ICT in business in the time of lockdown in year 2020.

 **(4 Marks)**

**SECTION B.CHOOSE ANY THREE QUESTIONS( 45 Marks)**

11. a. What is a business research. **(1 Mark)**

b. Suppose your friend wants you to help him/her to do a business research. Ordering and explain to him/her any seven key steps that are involved in carrying out a business research. **(14 Marks)**

12. The following balances were extracted from books of Kabeja’s enterprise as at December 2020. Extract the trial balance from these.

 Capital 9,280,000

Purchases 7,100,000

Stock 01-Jan 2020 1,650,000

Furniture 3,100,000

Debtors 1,150,000

Bank overdraft 850, 0000

Motor vehicles 5,300,000

Cash at hand 350,000

Return outward 250,000

Distribution expenses 500,000

 Sales 9,600,000

Creditors 950,000

Salaries 1,500,000

Commission received 340,000

General expenses 620,000

13. Summarise what is SWOT Analysis. **(15 Marks)**

14. a. What is tax shifting? **(1 Mark)**

 b. If you are the one determining or imposing taxes to people and businesses, mention any seven things you would put into consideration or principles of taxation. **(14 Marks)**