



UGANDA BUSINESS AND TECHNICAL EXAMINATIONS BOARD

Business and Humanities Certificate Examinations

NOV-DEC 2023 SERIES

PROGRAMME

NCAF, NCBA, NCPLM, NCCF, NCHIC, NCTHM, NCSOM, NCRIM, NCLIS, NCICT,
NCCM, NCJM, NCGC, NCSWSA, NCHRM, NCPAM

PAPER NAME

ELEMENTS OF ENTREPRENEURSHIP DEVELOPMENT

PAPER CODE

NCED125/CRIM1201

YEAR I, SEMESTER II

2½ HOURS

TUESDAY, 5TH DECEMBER, 2023

INSTRUCTIONS TO CANDIDATES

1. This paper consists of **two** sections **A** and **B**.
2. Section **A** is compulsory and carries **20** marks.
3. Section **B** consists of **six** questions. Answer only **four** questions from this section.
4. All questions carry equal marks.
5. All answers to each question should begin on a fresh page.
6. **Do not** write on the question paper.
7. All answers and rough work should be done in the official answer booklet provided.
8. Read other instructions on the answer booklet.

SECTION A - (20 MARKS)

Answer all questions in this Section

Question One

- (a) Differentiate between an **entrepreneur** and **entrepreneurship**. (02 marks)
- (b) Outline **two** types of business plans. (02 marks)
- (c) Identify **two** sources of business ideas. (02 marks)
- (d) Give **two** types of entrepreneurs. (02 marks)
- (e) Define **creativity** as used in entrepreneurship. (02 marks)
- (f) List **two** ways of promoting entrepreneurship in the country. (02 marks)
- (g) Differentiate between a **small scale business** and an **entrepreneurial venture**. (02 marks)
- (h) Outline **two** types of innovation. (02 marks)
- (i) Give **two** advantages of motivating employees at work places. (02 marks)
- (j) List **two** qualities of a good business opportunity. (02 marks)

SECTION B - (80 MARKS)

Answer only four questions from this section.

Question Two

A lecturer missed class due to family challenges and was unable to give the lecture. He then instructed that you lead a class discussion during that time on the topic of "sole trade and partnership" as forms of business.

- (a) Distinguish between the **two** forms of business in the scenario. (04 marks)
- (b) From the two forms in 2(a), select a form that you may prefer to operate after studies and give **four** advantages of that business you have selected. (08 marks)
- (c) Discuss **four** disadvantages of a sole trade business. (08 marks)

Question Three

You have been invited by the Chairperson LCIII of one of the Sub-Counties to address Council members on issues concerning creativity as a skill needed for the development of the area.

- (a) Explain **five** characteristics that are possessed by people with the skill needed for the development of their area. (10 marks)
- (b) Discuss **five** ways in which the skill required can be developed. (10 marks)

Question Four

You intend to start a stationery business in one of the trading centres and a friend has advised you to follow the right entrepreneurial process if you are to succeed. With your knowledge of entrepreneurship;

- (a) Describe **five** steps of the process that you have been advised to follow in order to succeed. (10 marks)
- (b) Discuss **five** benefits of starting one's own business venture. (10 marks)

Question Five

Victors Entertainers is a small scale business operating in one of the towns. The business is owned by a group of three senior four school dropouts. Their business was started without a business plan which has made their operation difficult. They have approached you for guidance on how to write a business plan as a business tool to guide them.

- (a) Describe **five** components of the tool required by Victors Entertainers. (10 marks)
- (b) Discuss **five** challenges encountered while planning a business. (10 marks)

Question Six

In Uganda, small and medium enterprises have become very common amidst the stiff competition. These enterprises are faced with a number of challenges which affect their performance. Despite the challenges they co-exist with large firms.

- (a) Give **two** reasons why these firms have persisted in business amidst the stiff competition. (04 marks)
- (b) Explain **four** challenges encountered by these enterprises in Uganda. (08 marks)
- (c) Discuss **four** remedies to the challenges in 6(b). (08 marks)

Question Seven

Aijuka and Osama have secured a loan worth UGX 1,200,000 from a village savings group. They wish to venture in a business, but they are not sure of how to select the most attractive business opportunity to invest in. They have approached you for guidance on the matter.

- (a) Describe **five** qualities that they should consider as they make a choice. (10 marks)
- (b) Discuss **five** types of business opportunities from which their choice could be made. (10 marks)

END