UGANDA INSTITUTE OF INFORMATION AND COMMUNICATIONS TECHNOLOGY
END OF SEMESTER I YEAR 1 EXAMINATION ACADEMIC YEAR 2022/2023

DEPARTMENT	**:**	**MANAGEMENT**
YEAR OF STUDY	**:**	**ONE**
PROGRAM	**:**	**HEC-BUSINESS**
COURSE	**:**	**BASIC ENTREPRENEURSHIP SKILLS**
COURSE CODE	**:**	**HECB 112**
DATE	**:**	**SATURDAY, 24TH MARCH, 2023**
TIME	**:**	**9:00-12:00 HOURS**
DURATION	**:**	**3HOURS**

INSTRUCTIONS:

i. This paper consists of **TWO** sections, **SECTION A & B**
ii. Answer **FOUR (4)** Questions in all.
iii. Question one, Section A is **COMPULSORY**, Answer **THREE** questions from **Section B**
iv. Credit will be given for the use of relevant examples and illustrations.
v. Mobile phones are **NOT** allowed in the exam room.
vi. **DO NOT** write anything on this question paper, rough work should be done in the answer booklet and cancelled through.
vii. Start a new number on a new fresh page.

SECTION A (THIS SECTION IS COMPULSORY)

i) Define the term **"Entrepreneurship**" and give any **two reasons** why one should study entrepreneurship. (**04 marks)**

ii) Explain the differences between an Entrepreneurship and an entrepreneur. **(04 marks)**

iii) Mention any four elements of entrepreneurial ethics**.** **(04 marks)**

iv) State any four (4) types of entrepreneurs**.** **(04 marks)**

v) Mention the four (4) major typical characteristics of small scale businesses. **(04 marks)**

vi) State any four (4) types of innovation **(04 marks)**

vii) What is meant by the term "feasibility study". **(02 marks)**

viii) Identify and explain any major **two (2)** functions of an entrepreneur**.** **(02 marks)**

ix) Outline any major **two (2)** sources of innovation. **(02 marks)**

x) Outline and explain any **three (3)** differences between the manager and an entrepreneur**.** **(03 marks)**

xi) Mention **two (2**) differences between small business and entrepreneurial venture. **(02 marks)**

xii) Mention the **three** (3) theoretical concepts supporting the evolution of entrepreneurship**.** **(03 marks)**

xiii) Give **two** (2) reasons why there is need for entrepreneurship development**.** **(02 marks)**

SECTION B. (ATTEMPT ANY THREE (3) QUESTIONS FROM THIS SECTION)

Question Two:

Government of Uganda set up a Parish Development Model Programme to uplift Ugandans like the unemployed youth out of poverty. As one of the unemployed youth intending to apply for funding from this progromme;

a) Identify an appropriate business project you are going to undertake and give reasons to support your choice **(10 marks)**

b) A part from funds (money) what other factors would you consider as necessary in facilitating your chosen business project **(10 marks)**

Question Three.

As a student of entrepreneurship;

a) Distinguish between Creativity and Innovation concepts. **(05 marks)**

b) Outline **Ten (10)** main characteristics of Entrepreneurial Creative Individual **(10 marks)**

c) Explain the 5 types of innovation. **(05 marks)**

Question Four

The Government of Uganda launched a Business forum mentorship scheme to help investors to start, develop and grow their businesses. They were required to present their entrepreneurial Ethical challenges to forum consultants in order to curb the future reoccurrences. In view of this;

a) Explain in detail any **five (5)** entrepreneurial ethical challenges facing investors. (**10 marks)**
b) Suggest the solutions to challenges mentioned above (part I above**). (10 marks)**

Question Five

Mr. Kigozi has on several occasions shared brilliant business ideas with friends and students how to start up a new business venture. His friends used one of his ideas to start up a new business and was successful. However, the students never tried to start any business, despite of his good business ideas taught in class and practically demonstrated outside class, claiming they don't view themselves as business people and having no funds (working capital) to start up a business. Now, you as a newly hired Business Development Consultant;

a) What would you explain as the sources of finance to small business Enterprises? (**10 marks)**
b) Explain the importance of small scale business in the Ugandan economy. (**10 marks)**

Question Six

Mr. Kato is planning to start a business venture in your home area. Your LC 1 chairman referred him to you for guidance concerning a business plan. Using your entrepreneurship knowledge attained from UICT;

a) What **five** major components of a business plan would you emphasize to Mr. Kato? **(10 marks)**
b) Explain to him **five** benefits of a business plan to the success of his business **(10 marks)**

Question Seven

"it is necessary for entrepreneurs and business consultants to have enough time in studying and carrying out research about the environment, business ideas and market dimensions in terms of customers, before investing their funds into the business**."** In view of this;

a) Identify the subject matter. **(02 marks)**
b) Explain the **five (5)** main roles for such a study to business beginners. (**10 marks)**
c) Describe the problems faced by entrepreneurs in conducting such a study**. (08 marks)**

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