

P230/1  
Entrepreneurship  
Education  
Paper 1  
3Hours

**Uganda Advanced Certificate of Education**  
**S.6 ENTREPRENEURSHIP EDUCATION**

**PAPER 1**

**TIME: 3HOURS**

**INSTRUCTIONS**

- This has **two** sections **A** and **B**.
- All questions in section **A** are compulsory.
- Attempt any **four** questions from section **B**.
- All questions carry equal marks.

1. (a)(i) Distinguish between business enterprise and social enterprise. (02marks)  
(ii) List any two indicators of the positive impact of social entrepreneurship in your community. (02marks)
- (b)(i) Give any two circumstances under which goods may be sold on credit. (02marks)  
(ii) Outline any two challenges encountered by an entrepreneur for selling goods on credit.
- (c) Distinguish between a business idea and business opportunity. (02marks)
- (d)(i) Define sustainable development. Mention any three activities in the theory of change. (01marks)  
(ii) Mention any three activities in the theory of change.
- (e) Discuss any four essential of effective communication.

**SECTION B**

2. (a) Explain the elements of human resource management. (10marks)  
(b) Explain the rationale of managing personnel in an enterprise. (10marks)
3. (a) Write short notes on the following as used in entrepreneurship.  
(i) Entrepreneurship.  
(ii) Intrapreneur  
(iii) Enterprising person. (06marks)

- (b) Describe various entrepreneurial characteristics. (14marks)
4. (a) Describe the tools used by an entrepreneur when monitoring business operations. (08marks)
- (b) What shortcomings may hinder successful implementation of business plan? (12marks)
5. (a) Explain the factors that are considered when determining the number and the type of the employees to work in the business. (12marks)
- (b) Suggest the ways through which an entrepreneur can minimize the costs of production. (08marks)
6. (a) Explain the importance of sale promotion to an entrepreneur. (08marks)
- (b) Describe the various methods used by entrepreneurs to promote sales. (12marks)
7. (a) Describe the elements entrepreneurial environment. (06marks)
- (b) Explain the economic factors limiting entrepreneurial intentions. (14marks)

**END**