

# Entrepreneurship II

## 020

04/11/ 2013

2 pm - 5 pm

REPUBLIC OF RWANDA



RWANDA EDUCATION BOARD

**ADVANCED LEVEL NATIONAL EXAMINATIONS 2013**

**SUBJECT : ENTREPRENEURSHIP II**

**COMBINATIONS: - ALL SCIENCE COMBINATIONS**

**- ALL HUMANITIES**

**- ALL LANGUAGES COMBINATIONS**

**DURATION : 3 HOURS**

### **INSTRUCTIONS:**

1. Do not open this question paper until you are told to do so.
2. This paper consists of **TWO** sections **A** and **B**.  
Section A: This section is compulsory. **(55 marks)**  
Section B: Answer **any THREE** questions. **(45 marks)**
3. Calculators may be used where necessary.
4. Show clearly all the working. No marks will be given for answers which do not show all the steps.
5. Use only blue pen.



**SECTION A: ATTEMPT ALL QUESTIONS (55 marks)**

1. How can a work schedule help an entrepreneur in proper management of an enterprise? **(4 marks)**
2. Give any five attributes that are required by an entrepreneur to explore business opportunities. **(5 marks)**
3. "Ability to gather information is vital for establishing an enterprise". Do you agree with this statement? Give five reasons to support your answer. **(6 marks)**
4. List any five important features in managing an enterprise. **(5 marks)**
5. Differentiate book keeping from accounting. **(5 marks)**
6. Describe any six types of interest rates. **(6 marks)**
7. Identify any three reasons to show why entrepreneurship is essential for Rwanda's economic growth. **(6 marks)**
8. Explain any five questions that should be asked when undertaking competitor analysis. **(5 marks)**
9. Discuss any five ways in which an entrepreneur can maintain good relations with employees in an enterprise. **(5 marks)**
10. Describe any four techniques used by entrepreneurs to make their products unique. **(4 marks)**
11. Explain any four factors that should be considered when selecting machines for an enterprise. **(4 marks)**

**SECTION B: ATTEMPT ANY THREE QUESTIONS (45 marks)**

12. a) What is product analysis? **(2 marks)**  
b) Suppose you are starting a carpentry workshop for selling tables in trading centre. Explain briefly what criteria you will use based on product analysis of your business. **(13 marks)**

13. RWESERO Enterprise advertised in New Times on 15/10/2013 inviting sales representatives in every sector in Rwanda, the deadline is 20/11/2013. Mahoro John is a pre-finalist of Advanced Secondary level in Ngarama Secondary School where he studied from Primary to Secondary and in holidays he leaves in Ngoma District. Remember that in last EXPO 2013, Mahoro John worked as a customer care of Urwibutso-Nyirangarama Enterprise.

You are required to write an application letter for the job and attach your curriculum vitae in the name of Mahoro John as specified in the advert.

**(15 marks)**

14. You are operating a small-scale business dealing in the production of wood products and you have found it necessary to expand it using a loan obtained from your bank. Prepare a financial plan of your business.

**(15 Marks)**

15. The following information was extracted from the books of KEZA Enterprise on 31/12/2012

Capital	9,860,000
Cash	800,000
Bank	2,500,000
Opening stock (1/01/2012)	1,500,000
Purchases	4,000,000
Wages and salaries	1,000,000
Short-term loan	140,000
Creditors	2,500,000
Purchases returns	500,000
Sales	12,060,000
Sales returns	50,000
Closing stock (31/12/2012)	600,000
Debtors	3,000,000
Motor vehicles	7,000,000
Electricity	260,000
Rent	700,000
Discount allowed	60,000
Drawings	2,060,000
Machinery	5,000,000
Long-term loan	2,870,000

**Required:** a) Calculate:

- i. The value of goods available for sale. **(2 marks)**
- ii. Cost of goods sold. **(2 marks)**
- iii. Gross profit. **(2 marks)**
- iv. Net profit. **(2 marks)**



b) Draw the KEZA Enterprise Balance Sheet as at 31/12/2012. (7 marks)

16. Prepare a cash flow statement from the information provided below. (15 marks)

Balance Sheets as on 31<sup>st</sup> December 2011 and 2012

	2011 Rwf	2012 Rwf
<b>Liabilities:</b>		
Share Capital	100,000	150,000
Profit and Loss Account	50,000	80,000
General Reserve	30,000	40,000
6% Bonds	50,000	60,000
Sundry Creditors	30,000	40,000
Outstanding Expenses	10,000	15,000
	270,000	385,000
<b>Assets:</b>		
Fixed Assets	100,000	150,000
Goodwill	50,000	40,000
Inventories	50,000	80,000
Debtors	50,000	80,000
Bills Receivable	10,000	20,000
Bank	10,000	15,000
	270,000	385,000