

Entrepreneurship B

T046

Tuesday, 04/11/2014

1:30 - 4:30 PM

WORKFORCE DEVELOPMENT AUTHORITY



P.O. BOX 2707 Kigali, Rwanda Tel: (+250) 255113365

**ADVANCED LEVEL NATIONAL EXAMINATIONS, 2014
TECHNICAL AND PROFESSIONAL TRADES**

EXAM TITLE: Entrepreneurship B

- OPTIONS:** - Electronics and Telecommunications (**ETL**) - Computer Science (**CSC**)
- Computer Science and Management (**CSM**) -Electricity (**ELC**) -Computer Electronics (**CEL**)
- Graphic Arts (**ART**) - Ceramic Sculpture (**SCE**) - Tailoring (**TAL**) - Carpentry (**CAP**)
- General Mechanics (**GME**) - Motor Vehicle Mechanics (**MVM**) - Construction (**CST**)
- Public Works (**PWO**) - Hotel Operations (**HOT**) - Secretarial (**SEC**) - Tourism (**TOR**)
- Surveying (**SUR**)

DURATION: 3hours

INSTRUCTIONS:

The paper is composed of **three (3) main Sections:**

Section **I:** Thirteen (**13**) questions, all **Compulsory**. **55marks**

Section **II:** Five (**5**) questions, **Choose any Three (3)**. **30marks**

Section **III:** Three (**3**) questions, **Choose any One (1)**. **15marks**

SECTION I. THIRTEEN (13) COMPULSORY QUESTIONS.

01. Define a partnership. **2marks**
02. Give and explain any three (3) types of challenges may face small business. **6marks**
03. Explain any three (3) principles for good theory of Entrepreneurship. **6marks**
04. What is business? **2marks**
05. Explain : i) Ownership of a business ii) Transferring ownership. **4marks**
06. Give four (4) reasons that may cause the transfer of a business. **4marks**
07. Explain why the following are legally recommended in any business venture:
i. Patent ii. Trademarks **6marks**
08. Explain clearly any four (4) inputs needed by an entrepreneur to produce his good or service. **4marks**
09. Explain any three (3) benefits of advertising. **6marks**
10. What do you understand by "Determining the value of a business"? **3marks**
11. Outline the characteristics of successful entrepreneurship. **4marks**
12. Differentiate personnel from administration. **4marks**
13. What elements of the financial data must be stressed in the business plan for the entrepreneurship success? **4marks**

SECTION II. ANSWER ANY THREE (3) QUESTIONS.

14. Explain briefly any five (5) reasons why it is necessary for individuals to save a part of their income. **10marks**
15. Explain the process of setting a budget. **10marks**
16. a. With examples differentiate business with limited liability from business with unlimited liability. **5marks**
b. State any five (5) factors to consider in assessing the potential market of a business. **5marks**
17. Propose a project in your field you wish to undertake at the end of your studies.
a) Title of the project. **3marks**
b) Three (3) clear results expected to the project. **3marks**
c) Three (3) target objectives of the project. **3marks**
d) Feasibility of the project (real project). **1mark**
18. Explain with example, why do consumers need protection. **10marks**

SECTION III. ANSWER ANY ONE (1) QUESTION.

19. Gapfuna planned to start a mining exploitation project. He calls you for guidance.
a. Outline the requirements of that project. **5marks**
b. Prepare a marketing plan for the project. **5marks**
c. Give any five (5) possible dangers that the project may face toward the natural environment conservation. Explain how they can be prevented. **5marks**
20. Explain with examples any four (4) main alternative types of production methods and list any one (1) advantage and any one disadvantage on each type of production method. **15marks**
21. Mugenzi started, in 2003, a small business that deals in the processing of agriculture products. In 2013, he found that it is better to expand his business using different sources of finance. Prepare a financial plan for this venture. **15marks**