

ENTREPRENEURSHIP II

019

25/07/ 2023 2:00PM – 5:00PM



ADVANCED LEVEL NATIONAL EXAMINATIONS, 2022-2023

SUBJECT: ENTREPRENEURSHIP II

COMBINATIONS:

- ALL SCIENCE COMBINATIONS
- ALL HUMANITIES COMBINATIONS
- ALL LANGUAGES COMBINATIONS

DURATION: 3 HOURS

INSTRUCTIONS:

- 1) Write your names and index number on the answer booklet as written on your registration form and **DO NOT** write your names and index number on additional answer sheets if provided.
- 2) Do not open this question paper until you are told to do so.
- 3) This paper consists of **THREE** sections: **A, B** and **C**.

SECTION A: Attempt **ALL** questions. **(40 marks)**

SECTION B: Attempt any **THREE** questions. **(30 marks)**

SECTION C: Attempt any **TWO** questions. **(30 marks)**

- 4) Calculators may be used where necessary.
- 5) Show clearly all the working. **No marks will be given for answers which do not have all working steps.**
- 6) Use only **a blue** or **black** pen

Section A: Attempt ALL questions (40 marks)

- 1) Define the terms below: **(4 marks)**
 - a) Break- even point
 - b) Payback period
 - c) Return on investment
 - d) Return on equity
- 2) List any four merits of a sole proprietorship business. **(4 marks)**
- 3) Parents can offer guidance about a career. Apart from that, explain any other three sources of career guidance. **(3 marks)**
- 4) Examine four sources of business ideas based on resources available in your community. **(4 marks)**
- 5) Examine any three uses of standards to the industry that manufactures iron sheets. **(3 marks)**
- 6) State the requirements of applying for a loan in a commercial bank. **(5 marks)**
- 7) List the elements of market research. **(4 marks)**
- 8) Explain the difference between unilateral and bilateral contracts. **(3 marks)**
- 9) Why is ICT important in our daily activities? **(3 marks)**
- 10) As a student who has studied inventory management, draw the format of a stock sheet. **(4 marks)**
- 11) You found yourself and your friends in an emergency of a fire outbreak. You are in a building and you need everyone to leave the building safely. Demonstrate any three precautions you will apply to respond to this emergence. **(3 marks)**

Section B. Attempt any THREE questions (30 marks)

- 12) A sales person is one who markets goods on behalf of the company. Suppose that Enterprise Nyirangarama Ltd wants to hire you as a Sales person. In an interview they ask you to analyse any ten strategies you would use to become a successful sales person. Explain what your response would be like. **(10 marks)**
- 13) Explain the characteristics of a good filing system. **(10 marks)**
- 14) Think about a project to be started in your community and discuss the process for the Environment Impact Assessment of that project. **(10 marks)**

15) Umuhire Alexis has completed his senior six and is in the vacation. He happens to read in the newspaper about a part time job in Inyange Ltd as an attendant. He decides to apply for that post. Prepare an application letter in the name of Umuhire Alexis (who lives in Musanze district, Kigombe Sector with phone number: 0780000000 and whose email is: UmuhireAlexis2023@gmail.com and he will submit the letter to the human resource manager of Inyange Ltd Kigali branch.

(N.B. Please don't write this letter in your name and don't show any contact related to you, it is prohibited in the National examination to write your contact on the answer sheet or anywhere else in the answer booklet). (10 marks)

Section C: Attempt any TWO questions (30 marks)

16) Analyse the stages of entrepreneurship process. **(15 marks)**

17) Imagine that you have to present your business to investors. Explain how you can prepare for pitching of the project before, during and after the presentation to convince the audience. **(15 marks)**

18) The following balances were extracted from the books of Allia enterprises as at December 2022. Extract the trial balance from these.

(15 marks)

Capital	10,660,000
Purchases	8,000,000
Stock 01-jan 2008	2,000,000
Furniture	3,500,000
Debtors	1,300,000
Bank overdraft	500,000
Motor vehicles	6,000,000
Cash at hand	300,000
Return outward	160,000
Distribution expenses	400,000
Sales	11,000,000
Creditors	700,000
Salaries	1,200,000
Commission received	300,000
General expenses	620,000

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