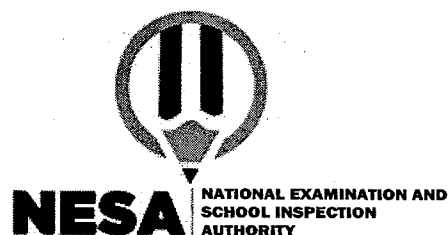


ENTREPRENEURSHIP

ENT 01

26/07/2022 2:00 PM – 5:00 PM



TTC NATIONAL EXAMINATIONS, 2021-2022

SUBJECT: ENTREPRENEURSHIP

OPTIONS:

- SOCIAL STUDIES EDUCATION (**SSE**)
- SCIENCE AND MATHEMATICS EDUCATION (**SME**)
- EARLY CHILDHOOD AND LOWER PRIMARY EDUCATION (**ECLPE**)
- LANGUAGES EDUCATION (**LE**)

DURATION: 3 HOURS

INSTRUCTIONS:

- 1) Do not open this question paper until you are told to do so.
- 2) Write your names and index number on the answer booklet as they appear on your registration form and **DO NOT** write your names and index number on additional answer sheets if provided.
- 3) This paper consists of **TWO** sections **A** and **B**.
 - Section A:** Attempt **ALL** questions. (55 marks)
 - Section B:** Attempt any **THREE** questions. (45 marks)
- 4) Use **blue** or **black** pen.

SECTION A: Attempt all questions. (55 marks)

- 1) a) Define the term entrepreneurship. (2 marks)
b) State any four types of entrepreneurs. (4 marks)
- 2) In your own words explain any three reasons why the following Entreprises: Urwibutso, Inyange, SORWATOM, Mara phone, Volkswagen have been established. (6 marks)
- 3) Identify any three steps in setting SMART goals. (6 marks)
- 4) Identify any four institutions involved in inspection of activities in different fields of standardization in Rwanda. (4 marks)
- 5) Enumerate any five activities that an entrepreneur can do in agribusiness. (5 marks)
- 6) A business lady started a business of selling women shoes in Nyagatare town. She started the business with little money. After one month she would sell an average of five pairs of shoes per day. Five months later, the number of customers had increased to an extent that she could sell an average of twenty pairs of shoes per day. She used the business profit and a small loan from the bank to increase the stock and after a short time; the shelves were full of shoes. One year later, she had thought of expanding her business by opening another shop in Kigali City.

Strategically, the business lady used advertisement on different radios and television to inform people about her new branch in Kigali and prices of shoes, as result, there was an increase in the number of customers and sales respectively. She is now a successful business lady who sells shoes in large quantities and has a license to export shoes in East African countries.

Required: Outline any six indicators of her business growth. (6 marks)

- 7) Explain any five reasons why people need money. (5 marks)
- 8) State any five qualities of a good leader. (5 marks)

- 9) Discuss any three external uses of a business plan. **(6 marks)**
- 10) Calculate the tax to be paid by an individual whose monthly income is 150,000 Frw. **(6 marks)**

SECTION B. Attempt any three questions. (45 marks)

- 11) Evaluate any five elements that you would take into consideration in making your products/ services more marketable. **(15 marks)**
- 12) Assess any five stages that an entrepreneur should consider before hiring the right employees to work with. **(15 marks)**
- 13) a) Outline any five customs offices in Rwanda. **(5 marks)**
- b) Your friend, who lives in USA, has asked you to guide her/him on how to export cars to Rwanda. Compile various documents needed during the customs declaration. **(10 marks)**
- 14) Analyze the accounting information below in the trial balance and discuss the questions that follow. The following balances on assets, capital and liabilities were extracted from the book of KALISA as at 31.12.011.

	Frw
Capital	2,458,000
Land	1,600,000
Furniture	1,400,000
Stock (31 st Dec.2021)	240,000
Debtors	800,000
Creditors	700,000
Cash at bank	190,000
Cash at hand	200,000
Bank loan (4 years)	1,000,000
Bank loan (2 years)	800,000
Bank overdraft	320,000
Drawings	300,000
Net loss	548,000

Required: Prepare KALISA's Balance sheet as at 31st Dec. 2021. **(15 marks)**

15) Analyze any five factors that would be considered in choosing a suitable financial institution to work with. **(15 marks)**

16) Assume you are appointed as a manager of Inyange industry Ltd. Which managerial functions would you apply in that industry for effective performance ? **(15 marks)**

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