HOMESCHOOLING MATERIAL

PASS O' LEVEL

GEOGRAPHY & ENTREPRENEURSHIP
Entrepreneurship Skills Paper Two Solutions (OENT008)

1. You plan to start a carpet company during your 4th year.
   a. List seven requirements you will need for your project.

   - Manufacturer's agreement
   - Raw material providers
   - Transport and logistics
   - Machine and equipment suppliers
   - Cleaning agents
   - Sales and service support
   - Marketing and advertising

   b. Your financial requirements are:

   - Land 10,000
   - Building 30,000
   - Machinery and equipment 50,000
   - Soap and other raw materials 20,000
   - Sales and marketing 50,000
   - Networth 80,000
   - Total Financial requirement 150,000

   c. Your tax liability is 30%.

2. To improve the quality of your products in the following ways:

   - Using environmentally friendly raw materials
   - Providing technical support to customers
   - Ensuring prompt delivery of goods
   - Regularly reviewing product specifications
   - Encouraging customer feedback and suggestions

   d. Your financial requirement is 50,000.

3. a. Sales journal

   b. Return journals

   - Dr. 120,000

   c. Advise Kamu Traders on how can sales be managed.

   - Encourage early payment of invoices
   - Provide discounts for bulk purchases
   - Implement a loyalty program
   - Offer freebies or gifts for repeat customers

   d. Measures to reduce the harmful effects of business activities on the environment include:

   - Adopting sustainable practices
   - Using non-toxic materials
   - Recycling waste
   - Reducing energy consumption

   e. Financial activities for the year:

   - Income from sales 1,000,000
   - Expenses 500,000
   - Profit 500,000

   f. Proposed KAMU TRADERS' RETURN OUTFLOW JOURNAL FOR THE MONTH OF APRIL 2016

   - Credit note Dr. 500,000
   - Credit note Dr. 100,000
   - Total transferred to return outflow’s 1,600,000

   g. Prepare KAMU TRADERS' FINANCIAL STATEMENT FOR THE MONTH OF APRIL 2016

   - Income 1,500,000
   - Expenses 500,000
   - Profit 1,000,000

   h. Proposed KAMU TRADERS' INCOME STATEMENT FOR THE YEAR 2016

   - Income 1,500,000
   - Expenses 300,000
   - Profit 1,200,000

   i. The business will be able to generate a profit of 1,200,000.

   - Profit margin 10%
   - Gross profit 1,000,000
   - Operating expenses 300,000
   - Net profit 50,000

   j. The business will be able to generate a profit of 50,000.

   k. Your financial requirement is 500,000.

   l. Using environmentally friendly raw materials
   - Encourage customer feedback and suggestions
   - Implement a loyalty program
   - Offer freebies or gifts for repeat customers

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   - Income 1,500,000
   - Expenses 500,000
   - Profit 1,000,000

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   - Income 1,500,000
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   - Profit margin 10%
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   - Operating expenses 300,000
   - Net profit 50,000

   z. The business will be able to generate a profit of 50,000.

   aa. Your financial requirement is 500,000.
b) Prepare RHUMARIZED ENTERPRISE’s trading profit and loss account for the period ended 31st December, 2007.

<table>
<thead>
<tr>
<th>Details</th>
<th>2007</th>
<th>2006</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>12,000</td>
<td>12,000</td>
</tr>
<tr>
<td>Less: Return and Discounts</td>
<td>1,200</td>
<td>1,200</td>
</tr>
<tr>
<td>Gross Sales</td>
<td>10,800</td>
<td>10,800</td>
</tr>
<tr>
<td>Less: Cost of sales</td>
<td>720,000</td>
<td>720,000</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>10,080</td>
<td>10,080</td>
</tr>
<tr>
<td>Less: Operating Expenses</td>
<td>720,000</td>
<td>720,000</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>288,000</td>
<td>288,000</td>
</tr>
<tr>
<td>Less: Closing Inventories</td>
<td>288,000</td>
<td>288,000</td>
</tr>
<tr>
<td>Profit for the Year</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Less: Dividends</td>
<td>0</td>
<td>0</td>
</tr>
<tr>
<td>Balance</td>
<td>0</td>
<td>0</td>
</tr>
</tbody>
</table>

C) The business will operate in the following ways:
1. Sourcing raw materials from cheaper sources or suppliers.
2. Employing fewer workers and laying off redundant staff.
3. Avoiding unnecessary costs in the form of allowances, as the lower costs incurred in production will make the business more competitive.
4. Effecting efficient communication with suppliers.
5. Providing a fail-safe working environment.

D) Ways the business will use to keep its production and sales as low as possible:
1. Boring quality raw materials from cheaper sources or suppliers.
2. Employing fewer workers and laying off redundant staff.
3. Avoiding unnecessary costs in the form of allowances, as lower costs incurred in production will make the business more competitive.
4. Effecting efficient communication with suppliers.

E) Design a purchase order to be used in the business:

**PASS O’LEVEL**

**ENTREPRENEURSHIP SKILLS PAPER 2 (B2009)**

1. a) Analyze the following business sites and state their strengths and weaknesses:
   - [Business site 1] Strength: Low cost of operation; Weakness: Limited market.
   - [Business site 2] Strength: High demand; Weakness: Poor marketing strategy.

2. b) Explain the term “doing business” as it relates to your degree of success in business.

3. c) Can there be a Five-star hotel in Uganda?
   - Yes, if properly managed.
   - No, due to the high cost of living in the country.

4. d) Explain the term “risk management” and state two factors to consider when choosing a site for a business.

5. e) Explain the term “building a business plan” and state two factors to consider when choosing a site for a business.

6. f) Explain the term “marketing” and state two factors to consider when choosing a site for a business.

7. g) Explain the term “strategy” and state two factors to consider when choosing a site for a business.

**GEOGRAPHY PAPER ONE OGE0007**

**THE TEACHERS**

1. Describe the major factors that influence the distribution of population in East Africa.
2. Explain the concept of “migration” and its impact on the population of East Africa.

**PAPER II**

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2. b) Explain the concept of “migration” and its impact on the population of East Africa.

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1. Describe the major factors that influence the distribution of population in East Africa.
2. Explain the concept of “migration” and its impact on the population of East Africa.
2. **COMPULSORY PHOTOGRAPH INTERPRETATION QUESTION**

Study the photograph provided and answer the questions that follow:

(a) Using a tracing paper, draw a landscape sketch of the area shown on the photograph and on it mark and name:
   - i) Lake
   - ii) Settlement
   - iii) Transport routes
   - iv) Vegetation type
(b) State with evidence:
   - i) Type of vegetation shown above,
   - ii) Major economic activity taking place in the photograph.
(c) Describe the factors which have favoured the location of the economic activity identified in (b) above.
(d) Explain the effects of activity in (b) above on the environment.
(e) Giving reasons for your answer, suggest one area in East Africa where this photograph could have been taken.

3. **COMPULSORY FIELDWORK QUESTION**

For any one fieldwork study you have conducted:
(a) State the topic.
(b) Objectives of the study.
(c) Explain how you used any two of the following methods of data collection
   - i) Sketching
   - ii) Map orientation
   - iii) Documentation
(d) Describe the activities you carried out in your follow-up stage.

4. **SECTION B: EAST AFRICA**

(a) Draw a sketch map of East Africa and on it mark and name:
   - i) The equator
   - ii) Lakes: Edward, George and Malawi
   - iii) Mountains: Rwenzori and Kilimanjaro
(b) Describe the process responsible for the formation of any one mountain in (c) above.
(c) How does the mountain chosen in (b) above influence lives of people around?
(d) Outline the problems faced by people living in the mountain areas of East Africa.

5. Study the table below showing the climate of Station X and answer the questions that follow:

<table>
<thead>
<tr>
<th>Month</th>
<th>F</th>
<th>M</th>
<th>A</th>
<th>J</th>
<th>F</th>
<th>J</th>
<th>A</th>
<th>S</th>
<th>O</th>
<th>N</th>
<th>D</th>
</tr>
</thead>
<tbody>
<tr>
<td>Temperature</td>
<td>24</td>
<td>24</td>
<td>25</td>
<td>24</td>
<td>23</td>
<td>22</td>
<td>21</td>
<td>22</td>
<td>24</td>
<td>24</td>
<td>24</td>
</tr>
<tr>
<td>Rainfall (mm)</td>
<td>75</td>
<td>115</td>
<td>155</td>
<td>240</td>
<td>205</td>
<td>160</td>
<td>160</td>
<td>185</td>
<td>150</td>
<td>150</td>
<td>110</td>
</tr>
</tbody>
</table>


(a) Draw a suitable graph to show the climate of station X.
(b) Calculate the
   - i) Annual range of temperature.
   - ii) Mean annual rainfall.
(c) Describe the characteristics of the climate of station X.
(d) Giving reasons for your answer,
   - i) Explain the problems facing land use activities in the area around station X.
   - ii) Name the hemisphere in which station X is found.

6. Study the table below showing the relative importance of fishing grounds in Uganda and answer the questions that follow:

<table>
<thead>
<tr>
<th>Fishing Ground</th>
<th>Percentage Fish Catch</th>
</tr>
</thead>
<tbody>
<tr>
<td>Lake Victoria</td>
<td>50</td>
</tr>
<tr>
<td>Lake Albert</td>
<td>10</td>
</tr>
<tr>
<td>Lake Kyoga</td>
<td>25</td>
</tr>
<tr>
<td>Lake George</td>
<td>10</td>
</tr>
<tr>
<td>Others</td>
<td>10</td>
</tr>
</tbody>
</table>

(a) Draw a pie-chart showing the relative importance of fishing grounds in Uganda.
(b) State any one fishing port on each of the fishing grounds given.
(c) Identify the fishing ground with the largest fish catch in Uganda.
(d) Describe the factors favouring fishing on the fishing ground identified in (c) above.
(e) Explain the contribution of the fishing industry to the development of Uganda.

7. **STUDY THE SKETCH MAP OF EAST AFRICA BELOW AND USE IT TO ANSWER QUESTIONS THAT FOLLOW.**

(a) Identify the major mineral mined from area marked (i) X, (ii) Y, (iii) Z. (iv) X, Y (v) M
(b) Discuss the factors favouring the development of mining in any one country in East Africa.
(c) Describe the effects of mining on the physical environment of the country chosen in (b) above.