HOME SCHOOLING MATERIAL

PASS A'LEVEL

ENTREPRENEURSHIP AND GEOGRAPHY
PASS O'LEVEL
YOUR GUIDE AWAY FROM SCHOOL
ENTREPRENEURSHIP SKILLS PAPER ONE SOLUTIONS (OENT009)

1. You have obtained a loan of sh. 4,000,000 to start up a fruit juice processing plant.
   a) Prepare a budget for the project.

   **H&M Juice Processors Ltd**
   P.O. Box 332,
   Busheyeni.
   Tel: 0712948372
   Located along Budhaya Main Street
   Producer of mango juice

   **A budget for H&M juice processors for the months of August 2030**

<table>
<thead>
<tr>
<th>Item</th>
<th>Quantity</th>
<th>Unit price</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Fixed capital requirements</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Machinery and equipment</td>
<td>1</td>
<td>sh. 600,000</td>
<td>sh. 600,000</td>
</tr>
<tr>
<td>Minerals</td>
<td>1</td>
<td>sh. 1,500,000</td>
<td>sh. 1,500,000</td>
</tr>
<tr>
<td>Building</td>
<td>1</td>
<td>sh. 600,000</td>
<td>sh. 600,000</td>
</tr>
<tr>
<td><strong>Working capital requirements</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Pouch fruit</td>
<td>400</td>
<td>sh. 730,000</td>
<td>sh. 292,000</td>
</tr>
<tr>
<td>Ingredients</td>
<td>300</td>
<td>sh. 650,000</td>
<td>sh. 195,000</td>
</tr>
<tr>
<td>Packaging materials</td>
<td>100</td>
<td>sh. 500</td>
<td>sh. 50,000</td>
</tr>
<tr>
<td>Electricity</td>
<td>2</td>
<td>sh. 45,000</td>
<td>sh. 90,000</td>
</tr>
<tr>
<td>Labour</td>
<td>100</td>
<td>sh. 100,000</td>
<td>sh. 100,000</td>
</tr>
<tr>
<td><strong>TOTAL</strong></td>
<td></td>
<td></td>
<td>sh. 4,000,000</td>
</tr>
</tbody>
</table>

   **Management tasks I will perform as an entrepreneur:**
   - Production management: I will be planning and controlling production activities which include acquiring inputs and transforming them into finished or semi-finished products.
   - Marketing management: I will be dealing with looking for the market of the produced goods by meeting the consumer needs as well as making sure the right people are made to purchase them.
   - Human resource management: I will be managing the employees who are responsible for carrying out business activities such as maintaining a salary wage, clear communication, rewarding them, and making timely payments.
   - Financial management: Ensuring efficient use of funds e.g. through supervising daily cash in and out, expenditures, turning the surplus cash balance, debt payments, profit and loss account etc.
   - The factors the business will consider when choosing a packaging material to be used: The business will consider the cost, availability of packaging materials, the business will choose materials that are available or that can be got in the required quantities to allow constant production and distribution of goods.
   - Use of packaging materials: The business will choose high-quality packaging materials that are not only cost-effective but also long-lasting.
   -Nature of the goods: The business will choose packaging materials that match the nature of the goods being produced e.g. bottles for juice, trays for pack juice boxes.
   - Means of transport: The business will choose packaging materials that can be easily transported e.g. boxes instead of pallets for fragile products.
   - The profit made from packaging: E.g. the business will choose plastic boxes to avoid external harm.

   **Quality of the packaging materials: The business will choose quality packaging materials so as to have attractive and well-packaged products.**

   **2.** Calculate the amount of money obtained from each employee's salary monthly.

   H&W - Tax free, gross salary
   
   *Annual salary*:
   - 20,000 = 20% (12,000,000 - 10% 12,000,000 - 18,000,000)
   - 20,000 = 30% (12,000,000 - 18,000,000)
   - 20,000 = 40% (6,000,000 - 12,000,000)
   - 20,000 = 50% (0 - 6,000,000)
   - 20,000 = 60% (0 - 0)
   
   **Note**: The benefits (H&W ENTERPRISES Ltd) are:

   3. You have been recruited as a human resource officer for a newly established coffee production company.
   a) A business card of a human resource officer

   **AELIX COFFEE PROCESSORS Ltd**
   P.O. Box 132
   Mbarara
   Dealers in processing and selling coffee end products
   Located in Mbarara town along Mburoga Street
   
   *Odhong Michael*
   Human Resource Manager
   0772908199/0709256128
   Email: ochengmu@gmail.com
   
   **Quality matters**

   **Teachers**
   
   - **Alem Abrefe (Assigner)**
   - **Alem Abrefe (Assigner)**
   - **Bibian (JG)**
   
   **Note on question one:**
   - Maintain the same in the question.
   - Since the marketing plan is for a business about to start (in future), use future tense.
b) A job description for the position of a sales assistant.

** alexa coffee processors ltd
P.O. Box 123, Mbarara, TEL: 0392849100
**

** JOB DESCRIPTION FOR SALES ASSISTANT
**

** Job title:** Sales assistant

** Department:** Sales and Marketing

** Duty station:** Mbarara (at company headquarter)

** Reports to:** Sales Manager

** Job duties and responsibilities:**
- To make a marketing programme
- To market the company's products
- To make a record of daily sales
- To make a monthly report on sales
- To other duties that may be assigned to him/her

** Terms of either:** Permanent

** Salary:** The sales assistant is entitled to a fixed pay of shs. 500,000 and commision of 5% on the sales made and a monthly housing allowance.

c) Factors the business will consider when recruiting employees into a company.

- **Health of the worker:** This ensures that the worker has the capability to handle the job.
- **Cost of the worker in terms of payment:** The business will consider the payment of the worker and the benefits to be extended.
- **Language spoken:** The business will select employees who can adequately understand the language spoken in the community.
- **Working experience of the worker:** The candidates with more experience in the field of interest will be considered.
- **Nature of the job:** Some jobs require skills, appearance, physical abilities, etc.
- **Age of the worker in relation to the job:** The business will consider the age of the worker in relation to the job.
- **Marital status of the worker:** Some jobs require singles, while others require the married.
- **Qualifications required for the job:** Those with higher qualifications will be considered.
- **Sex and gender of the worker in relation to the job:** The business will consider the performance of the business, that is, whether it can be able to maintain the employee.
- **Size of the business and its profit level:** The performance level of the business will be considered while recruiting employees in order to make sure that they are manageable.
- **Social and ethical background of the organisation:** Such as customs, religion, etc.

*Note: Observe the tense in the question "will"*

d) Sources of recruitment that may be utilized by the company in recruiting employees.

They are classified into two:

- **Internal sources:**
  - Promotion: this involves moving an employee from a lower position to a higher position within the organisation.
  - Transfers: involves moving a worker from one department to another or from one location to another within the same organisation.

- **External sources:**
  - Unmotivated applicants: These are applicants who apply without any advert but their applications are kept for future consideration in times of need.
  - Institutions of higher learning e.g. universities: These are institutions responsible for training students and may be utilized by the business.
  - Employment agencies: These are private entities that supply organizations with workers at a fee.
  - Employee referrals: This is when the current employee recommends a candidate employee to the business.
  - Advertising: the business can put the information in the media, calling for interested parties to apply on the available jobs.
  - Competing organisations: attracting workers from competitors.

- **Talent spotting:** Here an entrepreneur can move around looking for a particular person(s) who meets the specifications of the job.
- **Trade unions:** Where details concerning various workers can be found.
- **Internet:** Information on available jobs and the whole process of recruitment can be conducted on internet.

4. a) A petty cashbook on impress system with analysis columns for cleaning, wages, postage, stationary, sundries, and ledger accounts.

| KASANDE ENTERPRISES |
| PETTY CASHBOOK |
| FOR THE MONTH OF JUNE, 2019 |

<table>
<thead>
<tr>
<th>Receipt</th>
<th>FHS</th>
<th>Date</th>
<th>Details</th>
<th>V.a</th>
<th>Total amounts</th>
<th>Cleaning</th>
<th>Wages</th>
<th>Postage</th>
<th>Stationary</th>
<th>Sundries</th>
<th>Ledger a/c</th>
</tr>
</thead>
<tbody>
<tr>
<td>500,000</td>
<td>114</td>
<td>6/30</td>
<td>Balance</td>
<td></td>
<td>500,000</td>
<td>30,000</td>
<td>20,000</td>
<td>10,000</td>
<td>50,000</td>
<td>20,000</td>
<td>0,000</td>
</tr>
<tr>
<td>1,000,000</td>
<td>1</td>
<td>5/31</td>
<td>Balance</td>
<td></td>
<td>800,000</td>
<td>40,000</td>
<td>20,000</td>
<td>10,000</td>
<td>50,000</td>
<td>20,000</td>
<td>0,000</td>
</tr>
<tr>
<td>0,000</td>
<td>1</td>
<td>5/30</td>
<td>Balance</td>
<td></td>
<td>0,000</td>
<td>50,000</td>
<td>0,000</td>
<td>0,000</td>
<td>0,000</td>
<td>0,000</td>
<td>0,000</td>
</tr>
<tr>
<td>0,000</td>
<td>1</td>
<td>5/30</td>
<td>Balance</td>
<td></td>
<td>0,000</td>
<td>50,000</td>
<td>0,000</td>
<td>0,000</td>
<td>0,000</td>
<td>0,000</td>
<td>0,000</td>
</tr>
</tbody>
</table>

5. You are operating a winery project in your home area.

a) Avermation letter to the accountant who has become inefficient.
REFORMATION OF YOUR SERVICES

A new high resolution image has been added. It shows a man holding a camera in front of a mountain landscape. The man is wearing a red shirt and a hat. The background features majestic mountains and a clear blue sky. The image is well-lit and captures the natural beauty of the surroundings.

The edge of a paper is visible in the foreground, with some text on it. The text is not fully visible due to the angle and position of the camera. Some fragments are readable, including the word "PASS LEVEL" at the top of the page.

The main focus of the image is the landscape, with the man appearing smaller in comparison. The composition suggests a serene and picturesque setting, often associated with outdoor or nature-related activities.

This image is likely part of a larger set of photographs or a series that highlights various outdoor experiences or scenic locations.

END OF IMAGE
2. a) Sketch Map of Africa showing:
- Ocean Currents: Guinea, Canary, Mozambique, Benguela
- Precipitation: Tropic of Capricorn, Tropic of Cancer
- Trade Winds: South East, Trade Winds, Harmattan, South West, Trade Winds, Westernly Winds, South West Monsoon, and North East Trade Winds.

b) Characteristics of Benguela Ocean Current:
- It is a cold ocean current.
- Flow is from the South-Western coast of Africa towards the Equator.

c) Characteristics of Mozambique Ocean Current:
- It is a warm ocean current.
- Flow is from the Eastern coast of Africa towards the Equator.

d) Influence of Canary Ocean Current on the climate of the coastal areas:
- It lowers the temperatures of the coastal areas because it is a cold ocean current.
- Leads to high pressure systems within the coastal areas.

5. a) Line Graph representing the production of crude oil in Libya between 1968 - 1979.
- Scale: Vertical: 2 cm represent 25 metric tonnes
- Horizontal: 2 cm represent a year.

b) Trend of crude oil production in Libya between 1968 - 1979:
- There was a slight decrease in the production of crude oil in Libya between 1968 to 1976 from 12,551 to 15,877 metric tonnes.
- There was a sharp decrease in the production of crude oil in Libya between 1977 to 1978 from 19,933 to 7,514 metric tonnes.
- There was a slight increase in the production of crude oil in Libya between 1978 to 1979 from 7,514 to 9,623 metric tonnes.
- Provision of employment opportunities for workers in the mines.
4. Study Fig 2: Map showing the Nile valley and answer the questions that follow:

5. Study Fig 4: A map of the Canada showing wheat export routes and ports and answer the questions that follow:

6. Study Fig 5: A map to the world showing the main wheat producing and consumer regions and answer the questions that follow:

7. Study Table 1: below showing different types of transport used in Manhattan, New York City and answer questions that follow:

8. Study Table 2: below showing different types of transport used in Manhattan and answer questions that follow:

From page IV

- Oil mining companies pay revenue to the government of Libya which is used to develop infrastructure and urban centres in remote areas.
- Oil exploitation creates employment in the economy of Libya.
- Oil exploitation provides international cooperation through trade.
- Problems faced in the exploitation of oil in Libya:
  - Production costs vary.
  - High competition from other oil-producing countries such as Nigeria.
  - Underdeveloped transport network especially in the desert regions.
  - Problems of international sanctions against Libya's oil exports.
- Solutions to problems in (1) above:
  - Procurement high-quality oil to overcome competition.
  - The government of Libya should develop all major ports and channels to oil markets.
  - Procurement international cooperation to combat sanctions on oil exploitation.

GEOGRAPHY PAPER TWO CONTINUES (OCE0008)

PART II
STUDIES IN DEVELOPMENT
REGION I: NORTHEAST AMERICA

7. Study Table 1: below showing different types of transport used in Manhattan, New York City and answer questions that follow:

<table>
<thead>
<tr>
<th>Means of transport</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Subway, (Underground train)</td>
<td>32</td>
</tr>
<tr>
<td>Bus</td>
<td>22</td>
</tr>
<tr>
<td>Ferry</td>
<td>10</td>
</tr>
<tr>
<td>Car, bus and van</td>
<td>15</td>
</tr>
<tr>
<td>Truck</td>
<td>4</td>
</tr>
</tbody>
</table>

Adapted from: White R.G. and lavender. North America

- (i) Calculate the missing values to complete the table above.
- (ii) Identify the least means of transport used in Manhattan.
- (iii) Draw a pie chart to show the information given in the table above.
- (iv) Explain the factors that led to the growth of New York City.
- (v) Outline the problems that have resulted from the development of New York City.

8. Study Fig 4: A map of the Canada showing wheat export routes and ports and answer the questions that follow:

9. Study Fig 5: A map showing the Latina copper belt and answer the questions that follow:

10. Study Fig 6: A map showing the Latina copper belt and answer the questions that follow:

11. Study Fig 7: A map of the Rhine waterway and answer the questions that follow:

12. Study Fig 8: A map of the Rhine waterway and answer the questions that follow:

- Draw a sketch map of California, or in mark and label:
  - Rivers Sacramento and San Joaquin.
  - North Pacific Ocean.
- Explain the factors that have led to the development of the Rhine waterway.
- Outline the problems facing the Rhine waterway.
- What are the problems facing the Rhine waterway?
- What is being done to solve problems facing the Rhine waterway?
12. Study Table III below showing average cereal production for Belgium (1986-1994) in metric tonnes and answer the questions that follow:

<table>
<thead>
<tr>
<th>Year</th>
<th>Average cereal production (metric tonnes)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1986</td>
<td>2,211,000</td>
</tr>
<tr>
<td>1988</td>
<td>2,153,000</td>
</tr>
<tr>
<td>1990</td>
<td>2,203,000</td>
</tr>
<tr>
<td>1992</td>
<td>2,250,000</td>
</tr>
<tr>
<td>1994</td>
<td>2,464,000</td>
</tr>
</tbody>
</table>


a) Draw a bar graph to show the information given in the table.

b) Calculate the percentage change in cereal production between 1986 and 1994.

c) Explain the conditions that have favoured cereal production in Belgium.

d) Outline the benefits of cereal production in Belgium.

13. Study Table IV below showing mean annual temperatures and rainfall for Beijing and answer the questions that follow:

<table>
<thead>
<tr>
<th>Month</th>
<th>F</th>
<th>M</th>
<th>A</th>
<th>M</th>
<th>J</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 in °C</td>
<td>4.5</td>
<td>1.5</td>
<td>5</td>
<td>4</td>
<td>6</td>
<td>26</td>
<td>24</td>
<td>26</td>
<td>25</td>
<td>30</td>
<td>15</td>
</tr>
<tr>
<td>Rainfall in mm</td>
<td>5</td>
<td>6</td>
<td>6</td>
<td>16</td>
<td>28</td>
<td>28</td>
<td>46</td>
<td>25</td>
<td>40</td>
<td>17</td>
<td>8</td>
</tr>
</tbody>
</table>

Source: Hong Kong, K, Carol Gracies, J, Geography for schools: North America and Asia

Draw a suitable graph to represent the information given in the table.

Calculate the:
(i) Temperature range
(ii) Mean annual rainfall
(iii) Mean annual temperature

Describe the climate of Beijing shown in the table.

Describe the relationship between rainfall and temperature as shown in your graph.

14. Study Fig: 6 Map of the extent of Yangtze River basin and answer the questions that follow:

a) Name the:
(i) River marked 1, 2 and 3,
(ii) Lakes marked F and F,
(iii) Dam marked A.

b) Explain the factors which have governed the development of agriculture in the Yangtze River basin.

c) Outline two problems facing farmers in the Yangtze River basin.

d) What can be done to solve the problems in (c) above?

15. Study Table V below showing total population for selected urban centres in China (2005) and answer the questions that follow:

<table>
<thead>
<tr>
<th>Urban</th>
<th>Total Population</th>
</tr>
</thead>
<tbody>
<tr>
<td>Anhui</td>
<td>1,400,000</td>
</tr>
<tr>
<td>Tianjin</td>
<td>9,200,000</td>
</tr>
<tr>
<td>Lanzhou</td>
<td>1,300,000</td>
</tr>
<tr>
<td>Wenzhou</td>
<td>10,801,000</td>
</tr>
<tr>
<td>Nanjing</td>
<td>1,700,000</td>
</tr>
<tr>
<td>Shenyang</td>
<td>2,500,000</td>
</tr>
</tbody>
</table>


a) Draw a pie chart to represent the information given in the table above.

b) Identify the urban centres with the:
(i) Largest and
(ii) Lowest population size.

Outline the:
(i) Problems which have resulted from urbanization in China.
(ii) Steps being taken to improve urban centres in China.

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