

**TVET - Entrepreneurship B**

**T111**

**Tuesday, 28/11/2017**

**02:00 – 05:00 PM**

WORKFORCE DEVELOPMENT AUTHORITY



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**ADVANCED LEVEL NATIONAL EXAMINATIONS, 2017,  
TECHNICAL AND PROFESSIONAL STUDIES**

**EXAM TITLE: ENTREPRENEURSHIP B**

**OPTIONS:**

“Electricity (ELC), Computer Electronics (CEL), Electronics and Telecommunication (ETL), Construction (CST), Public Works (PWO), Surveying (SUR), Computer Science (CSC), Computer Science and Management (CSM), Carpentry (CAP), Graphic Arts (ART), Sculpture and Ceramics (SCE), Tailoring (TAL), General Mechanics (GME), Motor Vehicle Mechanics (MVM), Hotel Operations (HOT), Secretarial (SEC), Tourism (TOR)”

**DURATION: 3 hours**

**INSTRUCTIONS:**

The paper is composed of **two (2) main Sections** as follows:

**Section I: Fifteen (15) compulsory questions. 55 marks**

**Section II: Attempt any three (3) out of five questions. 45 marks**

**Note:**

***Every candidate is required to carefully comply with the above instructions. Penalty measures will be applied on their strict consideration.***

**Section I. Fifteen (15) Compulsory questions****55 marks**

- 01.** Differentiate between supply and demand. **2 marks**
- 02.** Entrepreneurs are required to work hard. Outline any five entrepreneurial characteristics/quality of good entrepreneurs. **5 marks**
- 03.** After defining the term “personal selling”, mention its three advantages. **5 marks**
- 04.** Feasibility study is one of the activities performed by entrepreneurs before starting their business. What do you understand with feasibility study? Outline any four importance of feasibility study for a new business. **3 marks**
- 05.** A business refers to the production or selling goods and services for profit. Outline any three indicators of a viable business? **3 marks**
- 06.** Given the following information about INEZA enterprise for the year ended 31 March 2017, calculate Gross profit and net profit for this business.

Opening stock	FRW 2,300,000
Sales	FRW 7,000,000
Purchases	FRW 4,800,000
Closing stock	FRW 2,100,000
Expenses	FRW 1,800,000

Calculate: (i) Gross Profit and (ii) Net profit.

**4 marks**

- 07.** What do you understand by a cooperative? What are organs of a cooperative’s organisation? **5 marks**
- 08.** Advertising refers to spreading information about one’s product to the customers. Outline any six forms of advertisement that may be used by entrepreneurs in Rwanda. **3 marks**
- 09.** What means Environmental scanning while preparing a new venture? **2 marks**

10. Differentiate the external environment from internal environment. **3 marks**
11. After completing their studies, some pupils complain of lack of information about viable business that they may start.  
Outline any four source of a viable business ideas. **4 marks**
12. One of the pupils from a certain technical school need to start a business and need your support in identification of how to get start-up capital.  
Outline any Five sources of business capital. **5 marks**
13. Match the elements in **A** to their respective meaning in **B**. **5 marks**

<b>A</b>	<b>B</b>
SWOT	They are debts which must be paid quickly within one year
Capital	Is money invested in business by the owner
Fixed assets	Strenght, Weakness and Opportunity, Threats
Current Liabilities	Is a medium of exchange
Money	They are resources which are woned by the business for a long time period

14. Being an entrepreneur means becoming a self-employed person.  
Outline any Four advantages of self-employment. **4 marks**
15. In business, we have to build a positive relationship with business stakeholders. Enumerate any four business stakeholders. **2 marks**

**Section II. Choose and Answer any three (3) questions.****45 marks**

16. From the following trial balance of MARAYIKA's business, draw an income statement for the year ended 30 September 2017.

<b>SN</b>	<b>Name of Account</b>	<b>Dr</b>	<b>Cr</b>
		<b>FRW "000"</b>	<b>FRW "000"</b>
1	Stock 1 October 2016	2,368	
2	Carriage Outwards	200	
3	Carriage inwards	310	
4	Returns inwards	205	
5	Returns outwards		322
6	Purchases	11,874	
7	Sales		18,600
8	Salaries and Wages	3,862	
9	Rent	304	
10	Insurance	78	
11	Motor expenses	664	
12	Office expenses	216	
13	lighting and heating	166	
14	General expenses	314	
15	Building	5,000	
16	Motor Vehicles	1,800	
17	Fixtures and Fittings	350	
18	Debtors	3,896	
19	Creditors		1,731
20	Cash at Bank	482	
21	Drawings	1,200	
22	Capital		12,636
		<b>33,289</b>	<b>33,289</b>

Stock at 30 September 2017 was **FRW 2,946,000**

You are required to extract relevant information and to prepare income statement for the year ended 30.09.2017.

**15 marks**

17. The following is trial balance of INGENZI Ltd as at 31 December 2012. Draw the company's trading, profit and Loss account and a balance sheet for the year ended 31 December 2012

Particulars	Dr	Cr
	FRW	FRW
Stock 1 Jan 2012	18,160	
Sales		92,340
Purchases	69,185	
Carriage inwards	420	
Carriage outwards	1,570	
Returns outwards		640
Wages and Salaries	10,240	
Rent	3,015	
Communication	624	
Commission payable	216	
Insurance	405	
Sundry expenses	318	
Buildings	20,000	
Debtors	14,320	
Creditors		8,160
Fixtures	2,850	
Cash at bank	2,970	
Cash in Hand	115	
Drawings	7,620	
Capital		50,888
	152,028	152,028

Closing stock is FRW 12,000.

**15 marks**

18. As an entrepreneur, you are doing a business and you realize that there is a decline in the sales

a) What are nine causes for a decline in the sales of a given product?

b) What are six ways of increasing the sales of a declining product?

**15 marks**

19. The Government of Rwanda is encouraging youth to be job creators instead of job seekers because entrepreneurs are contributing to socio-economic development of Rwanda in different sectors. Outline and explain any Five contributions of entrepreneurs to socio-economic development of the country like Rwanda.

**15 marks**

20. It assumed that after completion this level of studies, you are able to select a best business idea that is feasible in locality which requires you to do feasibility study. Outline and briefly explain any Five types of feasibility study for a startup.

**15 marks**

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