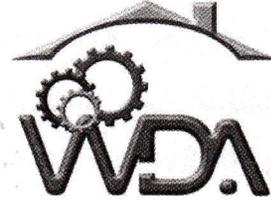


**Entrepreneurship B**

**T037**

**Tuesday, 05/11/2013  
8: 30 – 11: 30 AM**

WORKFORCE DEVELOPMENT AUTHORITY



P.O. BOX 2707 Kigali, Rwanda Tel: (+250) 255113365

**ADVANCED LEVEL NATIONAL EXAMINATION, 2013,  
TECHNICAL AND PROFESSIONAL TRADES**

**EXAM TITLE: Entrepreneurship B**

**OPTIONS:**

- |  |  |
|--|--|
| <b>01.</b> Electricity (ELC)                     | <b>09.</b> Computer Electronics (CEL)              |
| <b>02.</b> Graphic Arts (ART)                    | <b>10.</b> Electronics and Telecommunication (ETL) |
| <b>03.</b> Sculpture Ceramics (SCE)              | <b>11.</b> General Mechanics (GME)                 |
| <b>04.</b> Carpentry (CAP)                       | <b>12.</b> Motor Vehicle Mechanics (MVM)           |
| <b>05.</b> Tailoring (TAL)                       | <b>13.</b> Secretarial (SEC)                       |
| <b>06.</b> Construction (CST)                    | <b>14.</b> Hotel Operations (HOT)                  |
| <b>07.</b> Computer Science and Management (CSM) | <b>15.</b> Tourism (TOR)                           |
| <b>08.</b> Computer Science (CSC)                | <b>16.</b> Public Works (PWO)                      |

**DURATION: 3hours**

**INSTRUCTIONS:**

The paper contains **three (3)** Sections :

**Section I:** Eleven (11) questions, **all compulsory;** **55marks**

**Section II:** Five (5) questions, **Choose any three (3);** **30marks**

**Section III:** Three (3) questions, **Choose any one (1);** **15marks**

**Section I : All the 11 questions are compulsory 55marks**

01. a. Define the term money. **2marks**  
b. Outline any four sources of capital for business. **4marks**
02. Give any five sources of business ideas. **5marks**
03. You are soon starting a small manufacturing enterprise. Explain any five steps you may follow when starting up the business. **5marks**
04. State any five ways an entrepreneur ensures proper cash management in business. **5marks**
05. Give any five factors which influence the level of savings in society. **5marks**
06. a. What is meant by operational budget? **2marks**  
b. Give any four reasons why an operational budget is important to the entrepreneur. **4marks**
07. State any five methods of data collection that may be used in an enterprise. **5marks**
08. Outline any five benefits of having a business plan. **5marks**
09. Give any five categories of things that you may want to consider for itemizing your budget. **5marks**
10. State any five factors to consider in assessing the potential market of a business. **5marks**
11. Give any three types of management styles. **3marks**

**Section II : Choose and answer any three (3) questions. 30marks**

12. a. With examples differentiate business with limited liability from business with unlimited liability. **4marks**  
b. Mention any six questions you will base on when preparing financial plan. **6marks**
13. Explain briefly any five reasons why it is necessary for individuals to save a part of their income. **10marks**

14. You have required a loan from Bank of Kigali worth 10,000,000Rwf to set up a medium sized Bar. Draft a Budget for your venture. **10marks**
15. a. Distinguish between marketing plan and production plan. **4marks**  
b. Examine any six factors which should be considered when designing a marketing plan. **6marks**
16. a. Outline any five factors that should be considered when selecting an advertising medium. **5marks**  
b. Explain any five reasons which show the importance of advertising to an enterprise. **5marks**

**Section III : Choose and Answer any one (1) question. 15marks**

17. You are operating a small business that deals with the manufacture of metallic products. You have found that it is necessary to expand your business using different sources of finance. Prepare a financial plan for this venture. **15marks**
18. You intend to start a brick making project  
a. Outline the requirements of the project. **5marks**  
b. Prepare a marketing plan for your project. **5marks**  
c. Explain any five possible dangers your project may pose to the natural environment. **5marks**
19. In December holidays, you are planning to start a restaurant in your village.  
a. Develop the general description of your business. **2marks**  
b. Identify six requirements for your project. **3marks**  
c. Outline any five objectives of your project. **5marks**  
d. Specify any five measures you will take to minimize the negative effects caused by your business to the natural environment. **5marks**