

**Entrepreneurship II**

**SENIOR FIVE (5) END OF YEAR EXAMINATIONS, 2019**

**SUBJECT: ENTREPRENEURSHIP**

**COMBINATIONS:**

* **ALL SCIENCE COMBINATIONS**
* **ALL HUMANITIES COMBINATIONS**
* **ALL LANGUAGES COMBINATIONS**

**DURATION: 3 HOURS**

**INSTRUCTIONS:**

1. Write your names, name of the school and class on the answer booklet/sheet.
2. Do not open this question paper until you are told to do so.
3. This paper consists of **TWO** sections: **A** and **B.**

**SECTION A**: Attempt **ALL** questions. **(55 marks)**

**SECTION B**: Attempt**ALL** questions. **(45 marks)**

1. Calculators may be used where necessary.
2. Show clearly all the working. **No marks will be given for answers which do not have all working steps.**

**SECTION A: ATTEMPT ALL QUESTIONS (55MARKS).**

1) With examples, differentiate business idea from business opportunity.**(6marks)**

2) Explain any five external factors that hinder business growth.**(5marks)**

3) In Rwanda,in every sector sensitizesits people to use ICT. Support the role of ICT in business.**(6marks)**

4) Describe any six ways of becominga successful salesperson**.(6marks)**

5) Explain any six factors to be considered when choosing appropriate technology for your business.**(6marks)**

6) Explain the importance of budgeting.**(5marks)**

7)Show any five external business growth strategies.**(5marks)**

8) Explain any five good customer skills.**(5marks)**

9) Compare a journal and a ledger.**(5marks)**

10) Advise the human resource unit on any six responsibilities of employees at work**.(6marks)**

**SECTION B.ATTEMPT ALL QUESTIONS (45MARKS).**

11) Analyze le process of research in business. **(15marks)**

12)Entreprise Kazi ni Kazi which its mission is to train youth people in different career related to Made in Rwanda wants to recruit intrapreneur for his company. Prepare the advertisement for them**. (15marks)**

13) Kabera Paulin makes agreement with Murekatete Clare for supplying chicken to Murekatete's Hotel. Prepare a contract for them.**(15marks)**