GENERAL CERTIFICATE OF EDUCATION BOARD

Technical and Vocational Education Examination

ENTREPRENEURSHIP 2
5055

JUNE 2022   INTERMEDIATE LEVEL

Specialty Name and Acronym	All Specialties
Subject Title	ENTREPRENEURSHIP
Subject Code No.	5055
Paper No.	2

Duration: 2 Hours 30 minutes

INSTRUCTIONS TO CANDIDATES

This Paper has Seven Questions. Answer ANY FIVE.

All questions carry equal marks.

Calculators are not allowed.

You are reminded of the necessity for good English and orderly presentation in your answers.

1) For an entrepreneur to be successful, he or she should have some skills. One of the skills is risk management.

    (a)   Who is entrepreneur? **(4 marks)**

    (b)   Name and briefly explain four constraints and two risks faced by an entrepreneur **(10 marks)**

    (c)   Describe four responsibilities of an entrepreneur **(6 marks)**

---

2) As a successful sole proprietor, Mr Toh decides to form a partnership business with Mr.Mbom. His intention is to expand his market and make more profit.

    (a)   Give four advantages that Mr.Tohenjoys as a sole proprietor **(8 marks)**

    (b)   Name and briefly explain four qualities needed byMr.Toh as an entrepreneur **(6 marks)**

    (c)   Give four disadvantages of partnership as a form ofbusiness **(6 marks)**

---

3) The success of any economy is mainly thanks to the existence of small and medium size enterprises. These enterprises must work hard in order to succeed.

    (a)   (i) What is an enterprise? **(4 marks)**

            (ii) Define entrepreneurship **(2 marks)**

            (iii) Explain the economic role of the enterprise **(6 marks)**

    (b)   Define entrepreneur profiling and state three (3) types of entrepreneur **(4 marks)**

    (c)   Give two opportunities and two threats with respect to an entrepreneur **(4 marks)**

---

4) Knowledge of the business environment is very important to the success of every business.These environmental forces aregrouped into internal and external forces. To succeed, a good entrepreneur must be able to come up with a good business plan.

    (a)   Name four external factors that will affect the success of a business **(8 marks)**

    (b)   Give four reasons for putting up a business plan **(8 marks)**

    (c)   Who is a business promoter? **(4 marks)**

---

5) Every business operating system needs a good leader for it activities. This will enable the business to grow andbecome successful and profitable..

    (a)   Who is a leader? **(4 marks)**

    (b)   Identify and briefly explain four types of leadership styles. **(8 marks)**

    (c)   A businessman may carry out some projects in order to generate income. State some examples of Entrepreneurship Projects. **(8 marks)**

---

6) For a business to be successful it has to have the neededfinancial resources. These finances can be obtainedfrom a variety of sources.

    (a)   (i) Give two sources of short-term finance and two sources of long-term finances **(4 marks)**

            (ii) Give four reasons why small businesses find it difficult to raise finance **(6 marks)**

    (b)   Explain four challenges faced by an entrepreneur **(6 marks)**

    (c)   What do you understand by feasibility study? **(4 marks)**

---

7) TAKU is an enterprise situated in Buea- Cameroon, with three branches in Cameroon. TAKU intends to employ sales agents in all the three branches. You are provided with the following additional information from TAKU

Branch A

- Sales of 500 units at 1000frs each
- Cost material   25000frs
- Salary of sales agent   50000frs
- Transport expenses   15000frs

Branch B

- Sales of 700 units at 1500frs per unit
- Cost of materials   30000frs
- Lightening expenses   40000frs
- Overheads expenses   20000frs

Branch C

- Sales of 1000 units at a total cost of 600000frs
- Cost of transportation   50000frs
- Salary to sales girl   60000frs
- Other expenses   40000frs

(a) Explain two methods which TAKU can use to remunerate the sales agents in those three branches   **(4 marks)**

(b) Calculate the total sales realised by TAKU for all the branches   **(6 marks)**

(c) Calculate the profit of Branch A   **(6 marks)**

(d) Name four qualities expected by TAKU enterprise form his employees.   **(4 marks)**