

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

1. Write in full words: **(1marks)**

- a. RSB
- b. RURA

2. Business people manufacture and produce different types of products but they are supposed to have a standard certificate issued by Rwanda Standard Board. Explain any five importance of standard products to Rwandan society? **(5Marks)**

3. The following is the example of SMART Goal: In 2025, I will use all my time to revise all my subjects in order to succeed in Advanced Level National exams with aggregate 60 which will allow me to continue my studies in University of Rwanda. Show its smartness. **(5Marks)**

4. Jack is one of the children in the Umuhuza family, his father is a doctor in Nyanza Hospital and his mother is a teacher, when he was in senior three, his father told him that he had a desire of being a pilot and said that in his wishes he could prefer his boy to be a pilot on behalf of him. Even though the friends of Jack were influencing him to choose the options that leads to being journalist through studying languages, he has chosen to continue in the dreams of his father.

a) Basing on the above scenario, interpret any 5 factors influencing the choice of a career. **(5Marks)**

b) Demonstrate any four the sources of career information. **(4Marks)**

5. In the business, choosing a best supplier is essential in operating well, what are any 5 things can you consider when determining your best supplier. **(5Marks)**

6. Creation of a business starts from the ideas and identification of opportunities, this leads to great need of achievement of human being as Abraham Maslow classified them from lower to higher level, what are these needs **(5Marks)**

7. Keza wants to start a small poultry keeping project in his holidays. Imagine a situation where he comes to you for advice. How would you advise him to apply the stages of entrepreneurship process to start a small poultry keeping project? **(5Marks)**

8. Using an example, distinguish between creativity and innovation in business. **(5Marks)**

9. Defend any 5 factors for evaluating the business opportunities **(5Marks)**

10. Suppose that you want to start a small kiosk in your community. Which Rwandan business laws would you apply to your small kiosk? Explain. **(5Marks)**

### **SECTION B: ATTEMPT ONLY THREE (3) QUESTIONS(45MARKS)**

11. The government of Rwanda has put effort in training the entrepreneurs, community and customers buying and selling products with good quality and maintain their standard state is a key to developed living. Examine the evidence to why the government is concentrating making people and businessmen aware of standard products. **(15marks)**

12. Miss Mutesi a mechanic in Nyanza town, she is one of the self-employed who earns about four thousand Rwandan francs per month, when she was travelling with Mr. Kagabe who is the paid employee in RDB as a trainer of entrepreneurs, in their way to Kigali; they had a misunderstanding between them that paid employment is better than working for others, with supporting explanation, defend your viewpoints. **(15marks)**

13. Kabera and Rwema are brothers, they agreed to run a partnership business called K&R LTD that sells shoes in their village of Gahinga, Kabera wishes to make a partnership deed but Rwema at the beginning was not interested to do it saying that it is not necessary because they are brothers.

a) Why can they make a partnership deed, give any 5 reasons **(5marks)**

b) Create a good partnership deed needed between Kabera and Rwema **(10marks)**

14. Suppose that you are a General Director of Private Sector Federation in Nyanza district. Suggest the strategies you would use to promote entrepreneurship culture. **(15Marks)**

15. Gatsinzi Eric is a secondary graduate, he wishes to start an agribusiness of growing and selling potatoes called “Gatsinzi agri-business” in Nyanza district. He hopes to run the business if he starts with environment analysis, because he is courageous and team manager but he think he can be confronted by the recent COVID-19 pandemic, global economic challenges and Tanzania is going to supply the very good quality of tomatoes to the competitive market, even if he neither has no skills on agriculture nor enough money to start the business; the Umurenge SACCO is offering loans to young entrepreneurs and RDB is

helping the agribusiness people to find the markets for the products. Based on how Eric is hard working and self-confident, his father promised him the support of renting him a free business operational place of land for one year. He doesn't have enough land to grow the potatoes and the cost of renting the land is high but luckily his friend who studies agribusiness at university accept to work with him in the holidays.

After reading the above text, help Gatsinzi Eric to analyze the business idea using SWOT chart

<b>Internal environment of Gatsinzi agri-business</b>	<b>External environment of Gatsinzi agri-business</b>
<b>Strengths (6Marks)</b>	<b>Opportunities (6Marks)</b>
<b>Weaknesses (2Marks)</b>	<b>Threats (1marks)</b>

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