

MUHANGA DISTRICT

END TERM II EXAMINATIONS 2025-2026

ENTREPRENEURSHIP EXAMINATION

CLASS: SENIOR FOUR ALL GE COMBINATIONS

DATE:...../...../2026

MARKS...../100

INSTRUCTIONS

There are 22 questions in this paper

This paper has three section A , B and C.

SECTION A: This section is compulsory. (40 marks)

SECTION B: Attempt any three questions. (30 marks)

SECTION C: Attempt any two questions. (30 marks)

- 1) Do not open this question paper until you are told to do so.**
- 2) For multiple choice questions, choose a letter corresponding to the correct answer.**
- 3) Use only a blue or black pen.**

SECTION A: COMPULSORY (40 MARKS)

1. What is the primary goal of entrepreneurship? **2marks**
 - a. To work for someone else
 - b. To create a business and earn profit
 - c. To get a stable salary
 - d. To avoid risks
2. What is key characteristics of an entrepreneur? **2marks**
 - a. Risk averse
 - b. Innovative and adaptable
 - c. Prefers routine work
 - d. Avoids challenges

3. What is a business plan? /**2marks**
 - a. A financial statement
 - b. A marketing strategy
 - c. A document outlining business
 - d. A product development plan
4. What is a benefit of entrepreneurship /**2marks**
 - a. Job security
 - b. Fixed working hours
 - c. Autonomy and flexible
 - d. Limited financial potential
5. What does SWOT stand for in business planning? /**2marks**
 - a. Strengths, Weaknesses, Opportunities, Threats
 - b. Sales, Workforce, Operations, Technology
 - c. Strategy, Workflow, Outcomes, tactics
 - d. Solutions, Wins, Obstacles, Trends
6. What is a common source of business ideas? /**2marks**
 - a. Personal experiences and problems faced
 - b. Competitors secrets
 - c. Random guesses
 - d. Government regulations
7. What is a keys benefit of setting personal goals? /**2marks**
 - a. Increases stress
 - b. Provides direction and focus
 - c. Limit flexibility
 - d. Guarantees success
8. What does SMART stand for? / **2marks**
 - a. Specific, Measurable, Achievable, Relevant, Time bound.
 - b. Simple, Manageable, Actionable, Realistic, timely
 - c. Strategy , Motivating, Attainable, Relevant, Trackable
 - d. Specific, Meaningful, Action-oriented, Responsible, time-bound
9. What is a common reason people become entrepreneurs? /**2marks**
 - a. Job security.

- b. Desire for freedom and autonomy.
- c. Need for fixed salary.
- d. Avoidance of responsibility.

10. What is a common challenge entrepreneur face? /2marks

- a. Too much free time
- b. Managing finance and cash flow
- c. Lack of creativity
- d. Too much support

11. Fill the missing appropriate terms in the blank spaces below /4marks

- a. is a government department that monitors and controls goods, services and utilities.
- b. are courts specialized in the handling of cases relating to business conflicts in Rwanda.
- c. Is a body or institution that is responsible for assessing, collecting, and enforcing tax laws.
- d. Is a government institution that is charged with the responsibility of registering new businesses in the country.

12. Analyze the following statement and write TRUE or FALSE on each. /4marks

- a. Business laws are a government agency of laws?
- b. Business laws solve tax conflicts issues?
- c. Business laws concerns commercial issues?
- d. Business laws are very important for carrying out business freely.

13. Match the following terms in column **A** related to entrepreneurship as a career with their definitions in column **B** /5marks

TERMS (A)	DEFINITIONS (B)
1. Entrepreneur	a. A newly established business
	b. A person who create and manage a

2. Business plan	business venture.
3. Start-up business	c. Introducing new ideas, methods or products.
4. Risk taking	d. A detailed document outlining business goals and strategies.
5. Innovation	e. The willingness to take financial and business decision

14. Arrange the various steps that should be followed when preparing to choose a career /8

marks

- a. Obtain trainings.
- b. Create a career action plan.
- c. Set personal goals.
- d. Narrow down your list.
- e. Explore the options.
- f. List of potential occupations.
- g. Assess yourself.

SECTION B: ANSWER ONLY 3 QUESTIONS (30 Marks).

15. Complete the statements below by filling in the correct words from the list provided in the blackest (**civil laws, consumer protection laws, public health laws, weighting and measuring laws, the trading license act, environmental laws, the land act, food and drugs laws, law of contract, commercial laws.**) **10marks**

- a..... Focuses on guarding against unfair trade practices that harm buyer in the consumer marketplace
- b..... Focuses on improving the health of the population by using effective deterrents and punishments.
- c..... Ensures that sellers use acceptable weighting scales and measurements when selling goods and services to customers.
- d.....Requires all businesses to obtain trading licenses before operations began.
- e.....Ensures the protection of the environment at all stage of land use development business start-up and operation

- f. Provide for the tenure ownership and management of land
- g.....Ensure that expired drugs and badly foods are not sold to customers.
- h..... Enforces contract between contracting parties.
- i. Related to the buying and selling of goods and services.
- j.Deals with disputes between individuals or organizations such as contract or property rights.

16. Relate personal development and achievement of our set targets to a tree. Considering the following: /10marks

- a.Roots . _____→.....
- b.Stem. _____→.....
- c.Blanches _____→
▲
- d.Leaves _____→
- e.Fruits _____→
- f. thorns _____→.....

17. A) By giving examples distinguish between short terms and long term goals./4marks

B) Discuss the steps followed to set SMART goals /6marks

18. Mention and explain the stages of entrepreneurship process /10marks

19. Explain how SWOT analysis is used to evaluate the viability of business idea and opportunity /10marks.

SECTION C: CHOOSE ONLY TWO QUESTIONS (30 Marks)

20. Many people are confused today whether to engage in paid or self employment. Advise them by showing them a list of advantages and disadvantages of each of the following.

- a. Self employment /7.5 marks
- b. Paid employment /7.5 marks

21. Describe the legal forms business ownership stating the advantage of each./15marks

22. a. Explain the meaning of business, business idea and business opportunity /3marks

b. Outline the various sources of good business ideas and opportunities. / 6marks

c. State the characteristics of viable business idea. / 6marks

MARKING SCHEME

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SECTION C: Attempt any two questions. (30 marks)

MARKING SCHEME

1. What is the primary goal of entrepreneurship? (2 marks)

✓b. To create a business and earn profit

2. What is a key characteristic of an entrepreneur? (2 marks)

✓b. Innovative and adaptable

3. What is a business plan? (2 marks)

✓c. A document outlining business *(idea, goals, strategies, and operations)*

4. What is a benefit of entrepreneurship? (2 marks)

✓c. Autonomy and flexibility

5. What does SWOT stand for in business planning? (2 marks)

✓a. Strengths, Weaknesses, Opportunities, Threats

6. What is a common source of business ideas? (2 marks)

✓a. Personal experiences and problems faced

7. What is a key benefit of setting personal goals? (2 marks)

✓b. Provides direction and focus

8. What does SMART stand for? (2 marks)

✓a. Specific, Measurable, Achievable, Relevant, Time-bound

9. What is a common reason people become entrepreneurs? (2 marks)

b. Desire for freedom and autonomy

10. What is a common challenge entrepreneurs face? (2 marks)

b. Managing finance and cash flow

11. Fill in the missing appropriate terms (4 marks)

a. **RURA (Rwanda Utilities Regulatory Authority)** is a government department that monitors and controls goods, services, and utilities.

b. **Commercial courts** are courts specialized in handling cases relating to business conflicts in Rwanda.

c. **Rwanda Revenue Authority (RRA)** is a body responsible for assessing, collecting, and enforcing tax laws.

d. **Rwanda Development Board (RDB)** is a government institution charged with registering new businesses in the country.

12. TRUE or FALSE (4 marks)

a. Business laws are a government agency of laws.

FALSE

b. Business laws solve tax conflicts issues.

TRUE

c. Business laws concern commercial issues.

TRUE

d. Business laws are very important for carrying out business freely.

✓TRUE

. Matching items (5 marks)

Column A (Terms)

Correct Match (Definitions)

- | | |
|----------------------|--|
| 1. Entrepreneur | b. A person who creates and manages a business venture |
| 2. Business plan | d. A detailed document outlining business goals and strategies |
| 3. Start-up business | a. A newly established business |
| 4. Risk taking | e. The willingness to take financial and business decisions |
| 5. Innovation | c. Introducing new ideas, methods or products |
-

14. Correct order of steps in choosing a career (8 marks)

Correct sequence:

1. **g. Assess yourself**
 2. **f. List of potential occupations**
 3. **e. Explore the options**
 4. **d. Narrow down your list**
 5. **c. Set personal goals**
 6. **b. Create a career action plan**
 7. **a. Obtain trainings**
-

SECTION B

15. Fill in the blanks (10 marks)

- a. **Consumer protection laws**
- b. **Public health laws**
- c. **Weighting and measuring laws**
- d. **The trading license act**

- e. **Environmental laws**
 - f. **The land act**
 - g. **Food and drugs laws**
 - h. **Law of contract**
 - i. **Commercial laws**
 - j. **Civil laws**
-

16. Relating personal development and achievement to a tree (10 marks)

- a. **Roots** – Values, discipline, education, and self-belief
 - b. **Stem** – Hard work, commitment, and persistence
 - c. **Branches** – Skills, talents, and opportunities
 - d. **Leaves** – Daily actions, habits, and learning experiences
 - e. **Fruits** – Achievements, success, and fulfilled goals
 - f. **Thorns** – Challenges, failures, and obstacles faced along the way
-

17. Goals

A) Short-term vs Long-term goals (4 marks)

- **Short-term goals** are goals achieved in a short period (days or months).
Example: Passing end-of-term exams.
 - **Long-term goals** take many years to achieve.
Example: Becoming a business owner or a medical doctor.
-

B) Steps to set SMART goals (6 marks)

1. **Specific** – Clearly define the goal
2. **Measurable** – Ensure progress can be measured
3. **Achievable** – Make sure the goal is realistic

4. **Relevant** – The goal should match personal needs and values
 5. **Time-bound** – Set a deadline for achievement
-

18. Stages of the entrepreneurship process (10 marks)

1. **Identification of business idea**
2. **Evaluation of the idea (feasibility study)**
3. **Preparation of a business plan**
4. **Mobilization of resources (capital, labor, materials)**
5. **Starting and managing the business**
6. **Growth and expansion of the business**

(Any five well-explained stages × 2 marks)

19. Use of SWOT analysis in evaluating a business idea (10 marks)

- **Strengths** help identify internal advantages (skills, capital, experience).
- **Weaknesses** show internal limitations (lack of skills, finance).
- **Opportunities** identify external chances for success (market demand, technology).
- **Threats** highlight external risks (competition, laws, economic changes).

SWOT helps entrepreneurs decide whether a business idea is **viable and sustainable**.

SECTION C

20. Paid vs Self-employment

a) Self-employment (7.5 marks)

Advantages

- Independence and freedom
- Flexible working hours
- Higher profit potential

Disadvantages

- High risk of failure
 - No fixed income
 - Responsibility for losses
-

b) Paid employment (7.5 marks)

Advantages

- Regular salary
- Job security
- Less financial risk

Disadvantages

- Limited income growth
 - Lack of independence
 - Fixed working hours
-

21. Legal forms of business ownership (15 marks)

1. **Sole proprietorship** – Easy to start and manage
2. **Partnership** – Shared capital and responsibilities
3. **Company (Limited liability)** – Owners have limited liability
4. **Cooperative** – Members share profits and decision-making

(Each explained with at least one advantage)

22. Business ideas and opportunities

a) Meaning (3 marks)

- **Business** – Activities aimed at producing or selling goods and services for profit
 - **Business idea** – A concept for a possible business
 - **Business opportunity** – A viable and profitable business idea
-

b) Sources of business ideas (6 marks)

- Personal skills and experience
 - Market needs and problems
 - Technology and innovation
 - Customer feedback
 - Observation of existing businesses
 - Government policies
-

c) Characteristics of a viable business idea (6 marks)

- Profitable
- Market demand exists
- Affordable startup cost
- Sustainable
- Legal and acceptable
- Uses available resources

. Matching items (5 marks)

Column A (Terms)**Correct Match (Definitions)**

- | | |
|----------------------|---|
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SECTION B**15. Fill in the blanks (10 marks)**

- a. **Consumer protection laws**
- b. **Public health laws**
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16. Relating personal development and achievement to a tree (10 marks)

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18. Stages of the entrepreneurship process (10 marks)

1. **Identification of business idea= Idea generation**
2. **Evaluation of the idea (feasibility study)= Concept development**
3. **Mobilization of resources (capital, labor, materials) = resourcing**
4. **Starting and managing the business = Actualisation**
5. **Growth and expansion of the business= harvesting**

(Any five well-explained stages × 2 marks)

19. Use of SWOT analysis in evaluating a business idea (10 marks)

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