

## **S.5 ENT HOLIDAY WORK**

### **Item 1**

Mukasa owns a business of local dishes. For the last 10 years, he wakes up early and opens the business at 6:00am and closes at 11:00pm. He introduced first food and snacks section to attract more customers. This has increased his profits to UGX 4,000,000 per month. He has a target of transforming it into hotel and secure a large piece of land. There are several challenges the business faced like 5 workers are fighting and quarrelling, stealing of cash by employees but this has not stopped him from operating. Some of the locals take lunch on credit and fail to pay and when demanded, respond irresponsibly that the business has no contribution to the community development. This has made Mukasa puzzled.

### **Task**

- (a). Analyze the traits that qualified Mukasa as a successful entrepreneur.
- (b). Educate the locals on the contribution of Mukasa's restaurant to the community
- (c) Advise Mukasa on how best he can overcome the above challenges in his business.

### **Item 2**

Your brother from America gave your father money to go and buy a car from Success Motors. When he reached there he failed to reach an agreement with the car seller on how much to pay and other terms and conditions of sales hence making him to come back home without a vehicle. He told you to guide him as he was going back to visit another car seller so that they can understand with him.

### **Task**

- (a). As an entrepreneurship student of S.6 equip your father with technicalities that he should apply before and when he meets the new car seller to enable him come back with a vehicle.
- (b). What could have limited the talk between your father and the car seller to enable him come back with a vehicle.
- (c). Help both your father and the car seller to address the challenges faced in their bargaining process.

### **Item 3**

John Bosco has a passion for a supply of edibles and snacks. This has made him get an idea of starting a restaurant in his home town of Maya. He is still challenged on steps of generating information and starting of the business and avenue to tap required information.

### **Tasks:**

As the student of entrepreneurship education, explain to John Bosco;

- (a). Procedure to transform the idea of edibles and snacks to a restaurant
- (b). Avenue from which he can raise concept to start the restaurant business.

#### **Item 4**

In Lwakhakha town, Namisndwa district very many families do frow in hardship and Thus have tried to engage in business activities to sustain their living. Being a boarder ( Uganda - Kenya boarder) most of the young age group grow up while having knowledge about businesses. Parent within the town have decided to at least take advantage of huge population and market to trade. Business men do guide their wives and children on the operation of businesses. The area has well developed materials, goods and people. It's reported that the least amount a trader may earn from his business 50,000 shillings a day. Business associations have formed for example " Lwakhakha money lenders associations" , Lwakhakha Women Entrepreneurs " to facilitate trade and are in line with the social systems of the area. Town has attracted people from different and is developing at a high rate.

#### **Task**

- (a). What demographics and social cultural aspect favored business activities in Lwakhakha town.
- (b). What do you think could be the roles played by the associations mentioned in the scenario towards business activities.

#### **Item 5**

James started a metal fabricating business in his home town Namwendwa. He employed a few workers who aren't performing according to the expected standards of the organization; this has led to increased customer complaints and intends to shift their loyalty to competitors. The business is also facing numerous risks which James is afraid of. His friends are advising him to shift the risk burden to insurance companies but he is ignorant.

#### **Task.**

As a student of entrepreneurship education, Guide James on;

- a) Insurance policies he should take
- b) Steps to take up an insurance cover.
- c) With examples, explain to James the principles of insurance he should understand.