

Section A: Attempt ALL questions (40 marks)

- 1) Define the terms below: (4 marks)
 - a) Break- even point
 - b) Payback period
 - c) Return on investment
 - d) Return on equity
- 2) List any four merits of a sole proprietorship business. (4 marks)
- 3) Parents can offer guidance about a career. Apart from that, explain any other three sources of career guidance. (3 marks)
- 4) Examine four sources of business ideas based on resources available in your community. (4 marks)
- 5) Examine any three uses of standards to the industry that manufactures iron sheets. (3 marks)
- 6) State the requirements of applying for a loan in a commercial bank. (5 marks)
- 7) List the elements of market research. (4 marks)
- 8) Explain the difference between unilateral and bilateral contracts. (3 marks)
- 9) Why is ICT important in our daily activities? (3 marks)
- 10) As a student who has studied inventory management, draw the format of a stock sheet. (4 marks)
- 11) You found yourself and your friends in an emergency of a fire outbreak. You are in a building and you need everyone to leave the building safely. Demonstrate any three precautions you will apply to respond to this emergence. (3 marks)

Section B. Attempt any THREE questions (30 marks)

- 12) A sales person is one who markets goods on behalf of the company. Suppose that Enterprise Nyirangarama Ltd wants to hire you as a Sales person. In an interview they ask you to analyse any ten strategies you would use to become a successful sales person. Explain what your response would be like. (10 marks)
- 13) Explain the characteristics of a good filing system. (10 marks)
- 14) Think about a project to be started in your community and discuss the process for the Environment Impact Assessment of that project. (10 marks)

Association Of Business Executives Past Examination Papers

David Spurling



Association Of Business Executives Past Examination Papers:

Fundamentals of Marketing W. G. Leader, N. Kyritsis, 1994 *Business Communication* E. C. Eyre, 2016-06-06

Business Communication Made Simple Second Edition covers business needs and the examination requirements of professional and other examining bodies relating to commerce and industry The book starts by giving an introduction to the study of communication The text also discusses some of the main factors that interfere with common understanding between the communicators and inhibit cooperation the importance of effective communication the role played by perception attitude and motivation in communication and the need for previous experience or knowledge The influence of prejudice on the presentation of facts and opinions the three principal methods of communication and the factors involved in creating an effective system of communication in an organization are also considered The book tackles the lines of internal communication the effects of authority and responsibility on communication the various ways in which efficient external and internal communication is achieved and the problem of staff location on communication The text then describes the informal methods of communication the importance of letter and report writing the need for form design and control as well as some aspects of written language The importance of verbal communication and information technology are also discussed Business executives and company and commercial accountants will find the volume invaluable

The World of Work David

Spurling, 2016-06-23 Educationalists suggest an inductive approach to education where we go from the experience of the students to the underlying principles provides best results The objective of this book is to provide people at school or college with realistic examples of dilemmas they will face in the world of work or when looking for work This may be as part of their PSHE development The book also aims to provide material which can be used by people working on their own Young people need to have transferable skills and some of these can be obtained by looking at the ways in which businesses approach them It is therefore worthwhile trying to understand these approaches and to see why some are effective while others are totally misplaced

UGC NET JRF Commerce Previous Questions Unit Wise by Dheeraj K. Singh - Covering 48 Papers Dheeraj Kumar Singh, UGC NET JRF Commerce Examination Best Strategy to Crack JRF Step 1 Solve PYQP Unit Wise Unit wise Year wise previous questions last 10 Question Sets to check the level of examination and your preparation Step 2 Solve Practice Set Chapter wise Subject wise to enhance your knowledge and level of your preparation Step 3 Solve Test Paper Unit Wise 5 Test Paper for each unit to check your level of preparation Step 4 Solve the Actual Previous year s Question Paper To check your time management and your examination strategy with multiple revisions of the whole syllabus Step 5 Appear in Mock Test 20 Mock Test to check final preparation level and reduce examination phobia Step 6 Appear in the Actual examination without tension and crack the examination with good marks and rank

PGT Commerce - Unit 1 : Financial Accounting (2025 Edition) - Self Study Series Book Dheeraj Kumar Singh, The book is specially written for PGT Commerce examinations like DSSSB PGT Commerce Examination NVS PGT Commerce Examination UP PGT Commerce Examination UP TGT

Commerce Examination H TET Commerce Examination Bihar STET Commerce Examination BPSC School Teacher Examination Other State Level Teacher s Examination All other state level teaching examinations The book is an attempt to clarify the theoretical concept and provide practical problem solving aptitude to crack the objective type examinations This book also contains Practice set Test Paper Besides this there is a chapter wise segregation of the exam questions

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Association Of Business Executives Past Examination Papers: Bestsellers in 2023 The year 2023 has witnessed a noteworthy surge in literary brilliance, with numerous engrossing novels captivating the hearts of readers worldwide. Lets delve into the realm of bestselling books, exploring the captivating narratives that have captivated audiences this year. Association Of Business Executives Past Examination Papers : Colleen Hoover's "It Ends with Us" This heartfelt tale of love, loss, and resilience has captivated readers with its raw and emotional exploration of domestic abuse. Hoover skillfully weaves a story of hope and healing, reminding us that even in the darkest of times, the human spirit can prevail. Uncover the Best : Taylor Jenkins Reid's "The Seven Husbands of Evelyn Hugo" This spellbinding historical fiction novel unravels the life of Evelyn Hugo, a Hollywood icon who defies expectations and societal norms to pursue her dreams. Reid's captivating storytelling and compelling characters transport readers to a bygone era, immersing them in a world of glamour, ambition, and self-discovery. Association Of Business Executives Past Examination Papers : Delia Owens' "Where the Crawdads Sing" This evocative coming-of-age story follows Kya Clark, a young woman who grows up alone in the marshes of North Carolina. Owens spins a tale of resilience, survival, and the transformative power of nature, captivating readers with its evocative prose and mesmerizing setting. These bestselling novels represent just a fraction of the literary treasures that have emerged in 2023. Whether you seek tales of romance, adventure, or personal growth, the world of literature offers an abundance of captivating stories waiting to be discovered. The novel begins with Richard Papen, a bright but troubled young man, arriving at Hampden College. Richard is immediately drawn to the group of students who call themselves the Classics Club. The club is led by Henry Winter, a brilliant and charismatic young man. Henry is obsessed with Greek mythology and philosophy, and he quickly draws Richard into his world. The other members of the Classics Club are equally as fascinating. Bunny Corcoran is a wealthy and spoiled young man who is always looking for a good time. Charles Tavis is a quiet and reserved young man who is deeply in love with Henry. Camilla Macaulay is a beautiful and intelligent young woman who is drawn to the power and danger of the Classics Club. The students are all deeply in love with Morrow, and they are willing to do anything to please him. Morrow is a complex and mysterious figure, and he seems to be manipulating the students for his own purposes. As the students become more involved with Morrow, they begin to commit increasingly dangerous acts. The Secret History is a brilliant and thrilling novel that will keep you speculating until the very end. The novel is a cautionary tale about the dangers of obsession and the power of evil.

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