



**Business
Leaving Certificate
Ordinary Level**

**Past Exam Questions on
Entrepreneurs and Enterprise**

Q3 Section 1 2013

3. Outline **three** reasons why a person would consider becoming an entrepreneur:

- (i) _____
- (ii) _____
- (iii) _____

Q4 Section 2 2013

Read the information supplied and answer the questions which follow:

SNAPAPPY

While completing a degree in Computer Science, Shane Whelan designed and developed an 'app' for smartphones, allowing users to change their photographs into cartoons. Shane worked long hours to develop the 'app'. Once it was launched it became very popular, achieving more than 20,000 downloads in the first few days, and so began his business 'Snapappy'. He intends employing three of his college friends to develop more ideas for 'apps', and plans to adopt a democratic leadership style. He contacted his local County Enterprise Board for assistance.

- (A) Outline **three** enterprising characteristics/skills displayed by Shane. (15 marks)
 - (B) Outline **two** risks and **two** rewards for Shane setting up his own business. (20 marks)
 - (C) Explain **two** features of a democratic leadership style. (15 marks)
 - (D) Explain **two** benefits of teamwork in 'Snapappy'. (15 marks)
 - (E) Outline **two** services provided by County/City Enterprise Boards. (10 marks)
- (75 marks)**

Q7 Section 2 Part 2 2012

Read the information supplied and answer the questions which follow.

Rory Byrne, a trained chef, is considering setting up his own food business. He has no business experience so he approached his friend Sarah Dunne, a business graduate, for advice on a business start-up. He wants to find out what finance options he has, what type of production process he should use and what organisation structure would be most suitable. He also wants to decide on a target market.

- (A) Outline two reasons why a Business Plan should be prepared. (10 marks)
- (B) Explain three factors Rory should consider before choosing a source of finance. (15 marks)
- (C) Explain the following production options and give one example in each case.
- (i) Job Production
 - (ii) Batch Production. (15 marks)
- (D) Outline two risks and two rewards of setting up a Sole Trader business. (20 marks)
- (E) (i) Explain the term 'target market'.
(ii) Name two possible target markets that Rory might consider. (15 marks)
- (75 marks)**

Q4 Section 2 2011

Read the information supplied and answer the questions which follow:

Jason saw a business opportunity in January 2010 when snow and bad weather hit the country. He recognised that there was a huge demand for snow to be cleared from housing estates, pavements and private driveways.

He set up in partnership with his friend Gerry. They got financial help from their parents and a loan from the bank. They imported three mini road sweeper machines from Sweden, which could be used to clear snow and ice in winter.

During the major snowfall before Christmas 2010, Jason and Gerry had to employ two part-time staff to help them with the extra workload. Jason decided to attend night classes to learn more about being an employer and about taxation.

- (A) Outline three enterprising characteristics/skills displayed by Jason. (15)
- (B) Explain two advantages of a partnership as a form of business. (15)
- (C) Outline two factors that a bank would take into account before lending to a business. (15)
- (D) Describe three responsibilities of an employer towards employees. (20)
- (E) The following forms are used in PAYE taxation: Form P60, Form P45 and Form P21. Outline the purpose of two of these. (10)
- (75 marks)**

Q4 Section 2 2010

Read the information supplied and answer the questions which follow.

Roisín Murphy worked as a hairdresser in her home town for six years. She left her job as a result of poor employer-employee relationships in the workplace. She believes her former boss Michael was an autocratic leader.

Roisín is an enterprising person and has just opened her own hair salon employing three staff. She completed a start your own business course, planned her business well and organised the finance. She regularly consults with staff over business issues and values their opinions. She pays her staff well and praises the high standard and quality of their work. She is an excellent communicator and believes in McGregor's Theory Y on motivation.

- (A) Explain the term autocratic (authoritarian) leader. (10 marks)
- (B) Outline two effects that poor employer-employee relationships may have on a business. (15 marks)
- (C) Outline three enterprising skills/characteristics displayed by Roisín. (15 marks)
- (D) Name two long-term sources of finance Roisín may have used to help start her business and explain one of them. (20 marks)
- (E) Explain McGregor's Theory Y on Motivation, with reference to the above text. (15 marks)
- (75 marks)**

Q15 Section 1 2009

15. List three sources of new business ideas for an entrepreneur.

- (i) _____
- (ii) _____
- (iii) _____

Q3 Section 1 2008

3. Outline two characteristics/skills of an entrepreneur.

- (i) _____
- _____
- (ii) _____
- _____

Q5 Section 2 2007

Study the information supplied and answer the questions which follow:

Andrew Roche, a qualified plumber, has recently set up his own business. He provides services for households and small businesses in his local area. He has rented premises and is considering the purchase of a van. He intends to employ other staff as his business expands and knows that this may require focus on the area of human resource management.

- (A) Describe **three** enterprising skills/characteristics that Andrew has as an entrepreneur. (15 marks)
- (B) Explain **two** appropriate sources of finance that Andrew may use to purchase the van. (20 marks)
- (C) Outline **three** disadvantages of Andrew setting up his own business. (15 marks)
- (D) Outline **two** suitable methods that Andrew could use to promote his new business. (10 marks)
- (E) (i) Explain the term 'human resource management'.
(ii) Identify and explain **two** functions of a Human Resources Manager. (15 marks)
- (75 marks)**