



**ZIMBABWE**

**MINISTRY OF HIGHER AND TERTIARY EDUCATION,  
INNOVATION, SCIENCE AND TECHNOLOGY  
DEVELOPMENT**

**HIGHER EDUCATION EXAMINATIONS COUNCIL  
(HEXCO)**

**NATIONAL CERTIFICATE**

**IN**

**ALL COURSES**

**SUBJECT: Entrepreneurship Skills Development PAPER NO: 402/19/S01  
402/22/M01  
402/24/M01**

**DURATION: 3 Hours**

**NOVEMBER/DECEMBER 2025 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

- 1. Answer any five (5) questions.**
- 2. Each question carries 20 marks.**
- 3. Start each question on a new page.**

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*This paper consists of 3 printed pages.*

PAPER NO: 402/19/S01-ENTREPRENEURSHIP SKILLS DEVELOPMENT  
PAPER NO: 402/22/M01-ENTREPRENEURSHIP SKILLS DEVELOPMENT  
PAPER NO: 402/24/M01-ENTREPRENEURSHIP SKILLS DEVELOPMENT

### QUESTION 1

Examine five (5) strategies that the Government of Zimbabwe can use to support and develop entrepreneurial activity at Institutions of Higher learning.  
(20 marks)

### QUESTION 2

Outline any five (5) forms of market segmentation which can be used by entrepreneurs to segment markets in a community.  
(20 marks)

### QUESTION 3

Bravo Bus Service has been trading for some years. The following list of balances have been extracted from the company's ledger as at 31 July 2023.

|                                |             |
|--------------------------------|-------------|
| Accounts receivables (Debtors) | \$1 800.00  |
| Prepaid rent                   | \$10 000.00 |
| Capital                        | \$ 7 000.00 |
| Stock at hand                  | \$ 400.00   |
| Bank loan                      | \$ 4 200.00 |
| Tools                          | \$ 300.00   |
| Accounts payable (Creditors)   | \$2 600.00  |
| Net profit                     | \$ 700.00   |

Using the above balances, prepare a balance sheet for Bravo Bus Service.  
(20 marks)

### QUESTION 4

Explain five (5) reasons which lead to survival of small to medium enterprise (SMEs) despite competition from large established forms.  
(20 marks)

### QUESTION 5

One of the most important documents required to register a company is a memorandum of Association. Explain any five components of a memorandum of Association.  
(20 marks)



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**MODULE: National Studies**

**PAPER NO: 401/22/M01  
401/24/M01  
401/19/S01**

**DURATION: 3 Hours**

**NOVEMBER / DECEMBER 2025 EXAMINATION**

**REQUIREMENTS**

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3. Start each question on a new page.

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*This paper consists of 2 printed pages.*

QUESTION 1

Discuss the significance of indigenous knowledge systems to your community.  
(20 marks)

QUESTION 2

Explain how the political way of life of the pre-colonial states was sustainable.  
(20 marks)

QUESTION 3

Explain the causes of First Chimurenga. (20 marks)

QUESTION 4

Examine any five (5) positive impacts of colonisation to your community in Zimbabwe. (20 marks)

QUESTION 5

Assess the negative roles of Non-Governmental organisation in Zimbabwe. (20 marks)

QUESTION 6

Justify the causes of the 3<sup>rd</sup> Chimurenga. (20 marks)

QUESTION 7

Justify Zimbabwean intervention in Southern African Conflicts. (20 marks)

QUESTION 8

Explain how Zimbabwean Communities can participate in the management of disasters. (20 marks)

QUESTION 9

Explain the law making process in Zimbabwe. (20 marks)

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**ALL COURSES**

**SUBJECT: National Studies**

**PAPER NO: 401/22/M01**

**DURATION: 3 Hours**

**MAY / JUNE 2024 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

1. Answer any five (5) questions from the paper.
2. Each question carries 20 marks.
3. Start each question on a fresh page.

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*This paper consists of 2 printed pages.*

QUESTION 1

Discuss five (5) ways the blacks were motivated to fight against the whites in the Second Chimurenga War. (20 marks)

QUESTION 2

Critically examine any five (5) sustainable practices in pre-colonial societies in Zimbabwe. (20 marks)

QUESTION 3

Explain five (5) characteristics of a good law. (20 marks)

QUESTION 4

Assess five (5) civic responsibilities you would undertake in your community in terms of a natural disaster. (20 marks)

QUESTION 5

With reference to your country, explain the importance of being a member of a regional group such as SADC. (20 marks)

QUESTION 6

Explain any five (5) duties of Zimbabwean citizen. (20 marks)

QUESTION 7

Assess five (5) negative impacts of multi-national companies in your country. (20 marks)

QUESTION 8

Explain any five (5) conflict resolution strategies that can be used to address conflicts. (20 marks)

QUESTION 9

Discuss any five (5) characteristics of democracy. (20 marks)

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**ALL LEVELS**

**MODULE: National Studies**

**PAPER NO: 401/22/M01**

**DURATION: 3 Hours**

**JUNE 2023 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

- 1. Answer any five (5) questions from this paper.**
- 2. Each question carries 20 marks.**
- 3. Start each question on a new page.**

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*This paper consists of 2 printed pages.*

QUESTION 1

Explain any five (5) ways a community can maintain its natural resources for use by future generations. (20 marks)

QUESTION 2

Examine any five (5) factors leading to the rise and demise of the Great Zimbabwe State. (20 marks)

QUESTION 3

Account for the outbreak of the Anglo-Ndebele war of 1893 – 1894. (20 marks)

QUESTION 4

Explain any five (5) aspects that demonstrate the effects of colonisation at family level in your community: (20 marks)

QUESTION 5

Discuss any five (5) causes of the Second Chimurenga. (20 marks)

QUESTION 6

Assess the achievements of the 3<sup>rd</sup> Chimurenga in your community. (20 marks)

QUESTION 7

Examine the advantages of mediation as a dispute resolution in your community. (20 marks)

QUESTION 8

Explain the social duties you expect from a Zimbabwean citizen in your community. (20 marks)

QUESTION 9

Discuss any five (5) functions of the legislature / parliament in Zimbabwe. (20 marks)

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**ALL LEVELS**

**MODULE: Entrepreneurship Skills  
Development**

**PAPER NO: 402/22/M01**

**DURATION: 3 Hours**

**MAY/JUNE 2025 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

1. Answer ANY FIVE (5) questions.
2. Each question carries 20 marks.
3. Start each question on a new page.
4. Do not write anything on the question paper.

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*This paper consists of 3 printed pages.*

QUESTION 1

Evaluate any five (5) reasons why small businesses have continued to exist despite the existence of large firms in your community. (20 marks)

QUESTION 2

As an emerging entrepreneur, explain five (5) reasons why Zimbabweans should establish new start-up businesses as a first career option. (20 marks)

QUESTION 3

Examine any five (5) macro-environmental factors that affect the operations of a business in your community. (20 marks)

QUESTION 4

Discuss any five (5) advantages of operating your small business as a private or public company. (20 marks)

QUESTION 5

When running a business, an entrepreneur has legal responsibilities. Explain any five (5) legal responsibilities which an entrepreneur has when operating a business. (20 marks)

QUESTION 6

A company manufactures a product called D.J. The following information about the cost of manufacturing this product is as follows:-

Direct costs

Materials    A:    2kg required at \$10/kg  
                  B :    3 kg required at \$11.20/ kg

Labour                    3 hours required at \$5 per hour

Expenses:                An X-ray machine is to be hired for the job. The time booking is 3 hrs and the cost per hour is \$10.00.

Overheads:

- Production overheads are absorbed at 10% of prime cost.
- Non production overheads are generally recovered at 20% of the production cost.

It is the company policy to charge a mark up of 15%

PAPER NO: 402/22/M01 – ENTREPRENEURSHIP SKILLS DEVELOPMENT

Calculate the following:

- (a) Total job cost. (16 marks)
- (b) The selling price of the product D.J. (4 marks)

QUESTION 7

Describe any five (5) stock control procedures. (20 marks)

QUESTION 8

Examine any five (5) risk management strategies applicable to a business of your choice. (20 marks)

QUESTION 9

Illustrate how an entrepreneur can apply the Maslow's Hierarchy of Needs Theory to motivate his / her employees. (20 marks)

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**ALL COURSES**

**SUBJECT: Entrepreneurship Skills Development    PAPER NO: 402/19/S01**

**DURATION: 3 hours**

**MARCH/APRIL 2023 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

- 1. Answer any five (5) questions.**
- 2. Begin each question on a fresh page.**

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*This paper consists of 3 printed pages.*

QUESTION 1

Explain any five (5) ways through which the government of Zimbabwe has been supporting entrepreneurs. (20 marks)

QUESTION 2

Examine any five (5) benefits of developing a business plan for an enterprise. (20 marks)

QUESTION 3

Discuss any five (5) benefits of practising social responsibility to an entrepreneur in your community. (20 marks)

QUESTION 4

Mrs. Madombo operates a sole trading business in Murewa. Examine four (4) advantages and four (4) disadvantages associated with her form of business. (20 marks)

QUESTION 5

Evaluate any five (5) tips of customer care in business. (20 marks)

QUESTION 6

Discuss the four (4) steps involved in the risk management process. (20 marks)

QUESTION 7

Assess any five (5) factors that affect the location of an enterprise in Zimbabwe. (20 marks)

QUESTION 8

Discuss any five (5) challenges faced by entrepreneurs in Zimbabwe in accessing funds for their respective enterprises. (20 marks)

QUESTION 9

Analyse any five (5) micro environmental factors that affect operations of an entrepreneur in Zimbabwe. (20 marks)

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IN

ALL LEVELS

MODULE: Entrepreneurship Skills Development

PAPER NO: 402/22/M01  
402/19/S01

DURATION: 3 Hours

**OCTOBER/NOVEMBER 2024 EXAMINATION**

REQUIREMENTS

INSTRUCTIONS TO CANDIDATE

1. Answer any five (5) questions from this paper.
2. Each question carries 20 marks.
3. Start each question on a new page.

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*This paper consists of 3 printed pages.*

QUESTION 1

Entrepreneurship can be defined as "The engine for economic growth". Discuss.  
(20 marks)

QUESTION 2

Analyse any five (5) reasons behind the need for entrepreneurs to prepare a financial plan.  
(20 marks)

QUESTION 3

Examine any five (5) factors that hinder the growth and profitability of small and medium business in your community.  
(20 marks)

QUESTION 4

An entrepreneur needs to understand and respond to his environment to survive. Discuss any five (5) environmental factors that affect an entrepreneur when operating a business.  
(20 marks)

QUESTION 5

Explain five (5) important steps in the initial company registration procedure in your community.  
(20 marks)

QUESTION 6

An entrepreneur uses the functions of management to achieve business goals and objectives. Outline five (5) management functions at the disposal of an entrepreneur.  
(20 marks)

QUESTION 7

Discuss five (5) contributions of entrepreneurship to the development of the Zimbabwean economy.  
(20 marks)

QUESTION 8

Mr Hondoyapera has been working for the government under the Ministry of Finance as an Economist. He realised that the job was not paying and resigned at the end of 2021 and started carpentry operations in Mutare, specialising in the production of wardrobes. The production of one wardrobe would require the following:

Direct Materials

Hardwood 6m at \$5 per metre.

Plywood 3m at \$10 per metre.

The production of a wardrobe undergoes two (2) production processes.

- Finishing department: 4hrs at \$5 per hour.
- Decorative department: 2hrs at \$5 per hour.

Two (2) employees are involved in the production. Overheads increased in the production of a wardrobe were as follows per month:

|             |       |
|-------------|-------|
| Insurance   | 60-00 |
| Advertising | 40-00 |
| Telephone   | 20-00 |
| Rentals     | 40-00 |

40 wardrobes are produced on average per month and the business policy is to add a mark-up of 20% of the total production cost.

Using the information given above, Calculate the following:

- Direct material cost per wardrobe. (3 marks)
- Direct labour cost per wardrobe. (3 marks)
- Prime cost (Production Costs) per wardrobe. (3 marks)
- Overheads/indirect costs per wardrobe. (4 marks)
- Total cost of production per wardrobe. (3 marks)
- Selling price per wardrobe /per unit. (4 marks)  
(20 marks)

QUESTION 9

Discuss five (5) benefits of properly allocating resources in your enterprise.  
(20 marks)

...../kj



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**MODULE: Entrepreneurship Skills Development**

**PAPER NO: 402/22/M01  
402/19/S01**

**DURATION: 3 Hours**

**OCTOBER/NOVEMBER 2024 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

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(20 marks)

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(20 marks)

QUESTION 3

Examine any five (5) factors that hinder the growth and profitability of small and medium business in your community.  
(20 marks)

QUESTION 4

An entrepreneur needs to understand and respond to his environment to survive. Discuss any five (5) environmental factors that affect an entrepreneur when operating a business.  
(20 marks)

QUESTION 5

Explain five (5) important steps in the initial company registration procedure in your community.  
(20 marks)

QUESTION 6

An entrepreneur uses the functions of management to achieve business goals and objectives. Outline five (5) management functions at the disposal of an entrepreneur.  
(20 marks)

QUESTION 7

Discuss five (5) contributions of entrepreneurship to the development of the Zimbabwean economy.  
(20 marks)

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Two (2) employees are involved in the production. Overheads increased in the production of a wardrobe were as follows per month:

|             |       |
|-------------|-------|
| Insurance   | 60-00 |
| Advertising | 40-00 |
| Telephone   | 20-00 |
| Rentals     | 40-00 |

40 wardrobes are produced on average per month and the business policy is to add a mark-up of 20% of the total production cost.

Using the information given above, Calculate the following:

- Direct material cost per wardrobe. (3 marks)
- Direct labour cost per wardrobe. (3 marks)
- Prime cost (Production Costs) per wardrobe. (3 marks)
- Overheads/indirect costs per wardrobe. (4 marks)
- Total cost of production per wardrobe. (3 marks)
- Selling price per wardrobe /per unit. (4 marks)  
(20 marks)

### QUESTION 9

Discuss five (5) benefits of properly allocating resources in your enterprise. (20 marks)

...../kj



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**MODULE: National Studies**

**PAPER NO: 401/22/M01  
401/24/M01  
401/19/S01**

**DURATION: 3 Hours**

**NOVEMBER / DECEMBER 2025 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

1. Each question carries 20 marks.
2. Answer any five (5) questions from this paper.
3. Start each question on a new page.

---

*This paper consists of 2 printed pages.*

QUESTION 1

Discuss the significance of indigenous knowledge systems to your community.  
(20 marks)

QUESTION 2

Explain how the political way of life of the pre-colonial states was sustainable.  
(20 marks)

QUESTION 3

Explain the causes of First Chimurenga. (20 marks)

QUESTION 4

Examine any five (5) positive impacts of colonisation to your community in Zimbabwe.  
(20 marks)

QUESTION 5

Assess the negative roles of Non-Governmental organisation in Zimbabwe.  
(20 marks)

QUESTION 6

Justify the causes of the 3<sup>rd</sup> Chimurenga. (20 marks)

QUESTION 7

Justify Zimbabwean intervention in Southern African Conflicts. (20 marks)

QUESTION 8

Explain how Zimbabwean Communities can participate in the management of disasters.  
(20 marks)

QUESTION 9

Explain the law making process in Zimbabwe. (20 marks)

...../pm



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**IN**

**ALL COURSES**

**MODULE: Entrepreneurship Skills Development PAPER NO: 402/22/M01  
402/24/M01**

**DURATION: 3 Hours**

**JUNE 2026 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

1. Answer any five (5) questions.
2. Begin each question on a fresh page.

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*This paper consists of 2 printed pages.*

PAPER NO: 402/22/M01 & 402/24/M01 – ENTREPRENEURSHIP SKILLS DEVELOPMENT

QUESTION 1

Examine any five (5) reasons why business idea generation is crucial for entrepreneurship ventures in Zimbabwe. (20 marks)

QUESTION 2

Discuss any five (5) components of a business plan. (20 marks)

QUESTION 3

Describe any five (5) business survival strategies that small businesses in Zimbabwe can adopt in their operation. (20 marks)

QUESTION 4

Evaluate any five (5) macro environmental factors that affect operations of an entrepreneur in Zimbabwe. (20 marks)

QUESTION 5

Explain any five (5) challenges faced by entrepreneurs in registering their businesses. (20 marks)

QUESTION 6

Describe how management functions can contribute to the smooth running of a business. (20 marks)

QUESTION 7

Justify any five (5) factors to consider when setting prices of products. (20 marks)

QUESTION 8

Describe five (5) risk mitigation strategies available to an entrepreneur in your community. (20 marks)

QUESTION 9

Explain how customer care tips can enhance the success of a business. (20 marks)

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**NATIONAL CERTIFICATE**

**IN**

**ALL DISCIPLINES**

**MODULE: National Studies**

**PAPER NO: 401/24/M01**

**DURATION: 3 Hours**

**JUNE 2026 EXAMINATION**

**REQUIREMENTS**

**INSTRUCTIONS TO CANDIDATE**

1. Answer any five (5) questions from this paper.
2. Each question carries twenty (20) marks
3. Start each question on a fresh page.

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*This paper consists of 2 printed page.*

QUESTION 1

Justify why missionaries are said to have been “wolves in sheep skin”.  
(20 marks)

QUESTION 2

Outline five (5) economic activities of pre-colonial states in Zimbabwe.  
(20 marks)

QUESTION 3

Discuss five (5) roles played by the spirit mediums in the First Chimurenga.  
(20 marks)

QUESTION 4

Assess any five (5) government efforts in improving economic empowerment of Zimbabweans after independence.  
(20 marks)

QUESTION 5

Examine any five ways in which the Zimbabwean government has addressed political colonial imbalances.  
(20 marks)

QUESTION 6

With reference to your community, explain five (5) causes of conflict.  
(20 marks)

QUESTION 7

As a Zimbabwean citizen explain five (5) ways you can assist flood victims.

QUESTION 8

Examine any five (5) indigenous methods of protecting natural resources in your community.  
(20 marks)

QUESTION 9

Explain any five (5) functions of the legislature in fulfilling its mandate as one of the arms of state.  
(20 marks)

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