



MACHAKOS UNIVERSITY

University Examinations for 2016/2017 Academic Year

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ENTREPRENEURSHIP AND MANAGEMENT
SCIENCES

FIRST YEAR FIRST SEMESTER EXAMINATION FOR CERTIFICATE IN SUPPLIES
MANAGEMENT

CBM 106: ENTREPRENEURSHIP

DATE: 29/5/2017

TIME: 2:00 – 4:00 PM

INSTRUCTIONS

Answer Question One and Any Other Two Questions

QUESTION ONE (COMPULSORY)

- (a) Define the following terms as used in entrepreneurship:
- (i) Entrepreneur (2 marks)
 - (ii) Self-employment (2 marks)
 - (iii) Entrepreneurial Culture. (4 marks)
 - (iv) Business Plan. (2 marks)
- (b) Describe the following types of entrepreneurs:
- (i) Idealist (3 marks)
 - (ii) Jugglers (3 marks)
- (c) Outline why social responsibility is important to a business. (6 marks)
- (d) Outline the importance of enterprise management to an organization. (5 marks)
- (e) Explain TWO ways in which an entrepreneur stimulates the economy. (3 marks)

QUESTION TWO (20 MARKS)

- (a) Discuss FOUR advantages and FOUR disadvantages of self-employment. (16 marks)
- (b) Outline TWO factors to consider when preparing to be self-employed. (4 marks)

QUESTION THREE (20 MARKS)

- (a) Explain THREE types of risks associated with entrepreneurs. (6 marks)
- (b) Discuss FIVE challenges faced by entrepreneurs. (10 marks)
- (c) Outline the importance of a business plan to an entrepreneur. (4 marks)

QUESTION FOUR (20 MARKS)

Discuss FIVE characteristics of a successful entrepreneur. (20 marks)

QUESTION FIV (20 MARKS)

Discuss FIVE stages of evolution of entrepreneurship. (20 marks)