



# **MACHAKOS UNIVERSITY**

**University Examinations for 2016/2017 Academic Year**

**SCHOOL OF BUSINESS AND ECONOMICS**

**DEPARTMENT OF BUSINESS ENTREPRENEURSHIP AND MANAGEMENT  
SCIENCES**

**FIRST YEAR SECOND SEMESTER EXAMINATION FOR DEGREE IN  
BACHELOR OF ENVIRONMENTAL (COMMUNITY AND DEVELOPMENT)**

**BACHELOR OF EDUCATION EARLY CHILDHOOD EDUCATION**

**BACHELOR OF SCIENCE IN INFORMATION TECHNOLOGY**

**BACHELOR OF SCIENCE IN POPULATION HEALTH**

**BACHELOR OF EDUCATION IN SPECIAL NEEDS**

**BACHELOR OF SCIENCE IN FASHION DESIGN**

**BACHELOR OF EDUCATION (SCIENCE)**

**BACHELOR OF SCIENCE IN BIOLOGY**

**BACHELOR OF EDUCATION (ARTS)**

**UCC 104: ENTREPRENEURSHIP**

**DATE: 29/5/2017**

**TIME: 2:00 – 4:00 PM**

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**INSTRUCTIONS:**

**Answer Question One and Any Other Two Questions**

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*Examination Irregularity is punishable by expulsion*

1.
  - a) Give reasons why the government of Kenya should encourage entrepreneurial culture among the citizens. (6 marks)
  - b) Advise a University graduate on the importance of giving self-employment a chance after graduation. 6mks
  - c) Explain the components of the operational plan of a business plan. (8 marks)
  - d) Give reasons why businesses should have a written business plan. (6 marks)
  - e) Advise on how to evaluate a viable business opportunity. (4 marks)
  
2.
  - a) Economic factors in any country contribute to entrepreneurship activities. Advise the government of Kenya on how to utilize the economic factors to encourage entrepreneurship. (10 mark)
  - b) Management of business finance determines the success of entrepreneurial activities. Explain to a young entrepreneur who has just received business loan on how to use the money. (10 marks)
  
3.
  - a) Entrepreneurship has been evolving from time to time. Discuss any five myths of entrepreneurship. (10 marks)
  - b) Entrepreneurs are not like the ordinary person, they see and hear what others do not. Analyze the major competences of an entrepreneur. (10 marks)
  
4.
  - a) Businesses in Kenya vary, describe various types of entrepreneurs specifying the type of business they start. (10 marks)
  - b) Decision making in entrepreneurship is a process. Discuss the involved in decision making. (10 marks)
  
5. There are many factors that contribute to entrepreneurship. Analyze the major factors that lead to entrepreneurship specifying how. (20 marks)



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**University Examinations for 2016/2017 Academic Year**

**SCHOOL OF BUSINESS AND ECONOMICS**

**DEPARTMENT OF BUSINESS ENTREPRENEURSHIP AND MANAGEMENT  
SCIENCES**

**THIRD YEAR SECOND SEMESTER EXAMINATION FOR**

**BACHELOR OF COMMERCE**

**ECU 302: INNOVATIONS AND ENTREPRENEURSHIP**

**DATE:**

**TIME:**

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**INSTRUCTIONS:**

**Answer Question One and Any Other Two Questions**

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### QUESTION ONE (COMPULSORY) (30 MARKS)

1.
  - a) Business opportunity evaluation is a process. Discuss the factors to consider when evaluating a business opportunity. (6 marks)
  - b) Give reasons why most businesses fail before celebrating their first birthday. (6 marks)
  - c) There many sources of business ideas. Discuss six sources. (6 marks)
  - d) Managing business finance is a challenge to most businesses. Advise on various sources of business finance. (5 marks)
  - e) Discuss seven different types of entrepreneurs. (7 marks)
2.
  - a) Starting a business is a process, analyze the steps to follow when starting a business. (10 marks)
  - b) Prepare a marketing plan of a business of your own choice. (10 marks)
3.
  - a) Analyze the role of an entrepreneurial activities in economic and social development. (10 marks)
  - b) There many factors that contribute to growth of entrepreneurship. Discuss five factors that have contributed to the growth of entrepreneurship in Kenya. (10 marks)
4.
  - a) Business management contributes to the success or failure of a businesses. Analyze the functions of management. (10 marks)
  - b) All entrepreneurs vary. Analyze the major competencies of an entrepreneur. (10 marks)
5.
  - a) Entrepreneurship has being evolving. Discuss the contributions of E-Myth to success of businesses. (10 marks)
  - b) Analyze the 4Cs of credit a bank should consider before giving credit to customers. (10 marks)

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