MACHAKOS UNIVERSITY

University Examinations 2016/2017

SCHOOL OF ENGINEERING AND TECHNOLOGY

DEPARTMENT OF MECHANICAL AND MANUFACTURING ENGINEERING

FIRST YEAR SECOND SEMESTER EXAMINATION FOR CERTIFICATE IN MECHANICAL ENGINEERING

ENTREPRENEURSHIP

DATE: 29/5/2017 **TIME: 2:00 – 4:00 PM**

INSTRUCTIONS

This paper consists of two sections A and B.

Section A is compulsory.

Answer any two Questions from section B.

SECTION A

1. a) Identify FIVE sources of business ideas. (5 marks)

   b) State clearly any FIVE methods of generating business ideas. (5 marks)

   c) State any FIVE characteristics of a good business opportunity. (5 marks)

   d) Explain FIVE factors to be considered when one is starting a business.(15 marks)

SECTION B

2. a) State THREE forms of business organizations. (3 marks)

   b) Explain the formation of one of the business organization mentioned in 2a. (17 marks)

3. Explain FIVE contributions made by Entrepreneurs towards the development of a Nation. (20 marks)

4. a) Explain FIVE resources available for Entrepreneurs. (10 marks)

b) Explain the procedure to be followed by Entrepreneurs when employing workers to fit their job descriptions. (10 marks)

5. a) Define the following terms as used in Enterprise management.

i. Cash flow statement (2 marks)

ii. Break-even point (2 marks)

iii. Working capital (2 marks)

iv. Capital budgeting (2 marks)

v. Sales budget. (2 marks)

b) i. What is a market? (2 marks)

ii. Explain the information required by Entrepreneurs about potential customers. (8 marks)