



MACHAKOS UNIVERSITY

University Examinations for 2016/2017 Academic Year

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ADMINISTRATION

FOURTH YEAR FIRST SEMESTER EXAMINATION FOR

BACHELOR OF SCIENCE IN AGRICULTURAL EDUCATION EXTENSION

ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT

DATE: 25/7/2017

TIME: 2:00 – 4:00 PM

INSTRUCTIONS:

ANSWER QUESTION ONE AND ANY OTHER TWO QUESTIONS

1.
 - (a) Give reasons why University graduates should give self-employment a chance. (7 marks)
 - (b) Starting a business is a process. Discuss the steps to follow when starting a business. (9 marks)
 - (c) Analyse the steps to follow when starting a business. (8 marks)
 - (d) Discuss the factors to consider when evaluating a business idea. (6 marks)
2.
 - (a) There are different types of entrepreneurs. Discuss the types giving examples of business they can start. (10 marks)
 - (b) Success of a business depends to a longer extent on the business plan put in place. Discuss the Components of the marketing plan of a business plan. (10 marks)
3.
 - (a) There are different legal forms of business, Discuss four legal forms of Business. (10 marks)
 - (b) Analyse the entrepreneurial competencies required in running a business. (10 marks)
4.
 - (a) Advise the government of Kenya on the importance of entrepreneurship in the country. (10 marks)
 - (b) There are various myths that explain entrepreneurship, discuss the four methods and their contribution to the success of a business. (10 marks)
5.
 - (a) Analyse the causes of business failure (10 marks)
 - (b) Political factors influence business performance in any country. Discuss the political factors that contribute to the success of entrepreneurship in any country. (10 marks)