



MACHAKOS UNIVERSITY

University Examinations 2016/2017

SCHOOL OF ENGINEERING AND TECHNOLOGY

DEPARTMENT OF ELECTRICAL AND ELECTRONICS ENGINEERING

**THIRD YEAR FIRST SEMESTER EXAMINATION FOR DIPLOMA IN ELECTRICAL
AND ELECTRONICS ENGINEERING**

**THIRD YEAR FIRST SEMESTER EXAMINATION FOR CERTIFICATE IN
ELECTRICAL AND ELECTRONICS ENGINEERING**

EPC 104/SCU 308: ENTREPRENEURSHIP EDUCATION

DATE: 4/8/2017

TIME: 8:30 – 10:30 AM

INSTRUCTIONS:

- i. Question ONE is COMPULSORY**
- ii. Do any other TWO Questions**
- iii. Neat work required**

QUESTION ONE (COMPULSORY) (30 MARKS)

- (a) Who is an Entrepreneur? (2 marks)
- (b) List any 5 characteristics of Entrepreneurs. (5 marks)
- (c) Explain THREE types of Entrepreneurs (6 marks)
- (d) (i) Second hand clothes are all over Kenya in spite of the current economic scene “
Discuss. (10 marks)
- (ii) As an entrepreneur, how would you advice a clothes’ industry to grow. (7 marks)

QUESTION TWO (20 MARKS)

- (a) Explain the meaning of the term business idea as used in entrepreneurship (2 marks)
- (b) Explain FOUR Characteristics of a good personnel policy of an organization (8 marks)

- (c) Describe any FOUR contributions of entrepreneurs contribution to National development in Kenya (10 marks)

QUESTION THREE (20 MARKS)

- (a) Briefly explain any FIVE advantages of self – employment. (10 marks)
- (b) John Maingi intends to venture into a successful Business opportunity . Advise him on any FIVE skills he needs to acquire in order to maximize profits in the business (10 marks)

QUESTION FOUR (20 MARKS)

- a) Briefly explain FIVE requirements for entrepreneurs entry into self-employment (10 marks)
- b) The management of Viema limited is in the process of searching for a location for its new manufacturing plant . Outline FIVE factors that may influence the choice of the location (10 marks)

QUESTION FIVE (20 MARKS)

Dominic Onyango graduated from Siaya Institute of Technology in August 1988. During his last year of training he met Dorothy Awinya and married her.

Awinja's father was well known retailer /Transporter Business success in the area. Because he did not have many children, he thought of asking his son in – law to start a retail shop in another town.

When the offer was made to Onyango, he argued that he did not want to start the firm , since he was a qualified electrician. He did not want to change his trade at the time and said he would not Accept the offer at any cost.

His father in law finally convinced him that starting the firm did not mean being an employee forever , but rather to be associated with the establishment of the firm . In due course, he would be given shares and made a Director of the company. In reality, he was being given and opportunity to work for himself , earn more money and have the freedom to make business decisions .

Onyango finally accepted the offer and was ready to start the retail shop in another town. His father in – law agreed to be a consultant but Onyango had to promote and direct the activities of the firm.

QUESTIONS

- a) If you were faced with a similar situation in which Dominic Onyango found himself how would you have reacted? (5 marks)
- b) Was it wise decision for Dominic Onyango to have agreed to change his profession? (5 marks)
- c) State THREE advantages and disadvantages of working in a family enterprise. (5 marks)
- d) Given that Dominic Onyango accepted this offer, does this portray him as an entrepreneur or not) (5 marks)