



MACHAKOS UNIVERSITY COLLEGE

(A Constituent College of Kenyatta University)

University Examinations for 2015/2016

SCHOOL OF ENGINEERING AND TECHNOLOGY

DEPARTMENT OF BUILDING AND CIVIL ENGINEERING

FIRST SEMESTER EXAMINATION FOR DIPLOMA IN CIVIL ENGINEERING

BCECD307: ENTREPRENEURSHIP

DATE: _____

TIME: _____

INSTRUCTIONS:

- *This paper comprises of five questions*
- *Question one is compulsory and carry 30 marks*
- *Answer any other two questions*

1. a) Define the following terms:-
 - i) Entrepreneur
 - ii) Entrepreneurship (4 marks)
 - b) Discuss 5 roles of an entrepreneur in a business (10 marks)
 - c) State 6 reasons why people go into self-employments (6 marks)
 - d) Discuss the following ways of becoming an entrepreneur:-
 - i) Team builder
 - ii) Pattern Multipliers
 - iii) Buy –Sell artist
 - iv) Acquirers (10 marks)
2. a) Discuss 5 contribution of an entrepreneur in national development. (10 marks)

- b) Discuss 3 form of business enterprises (10 marks)
- 3 a) Discuss the characteristics of a good leader (10 marks)
- b) Discuss any 5 factors to consider in starting a business (10 marks)
- 4. a) explain the procedure of decision making (10 marks)
- b) Discuss the characteristics of a good business opportunity (10 marks)
- 5. a) Discuss three form of business enterprises (9 marks)
- b) Outline 4 sources of business ideas (8 marks)
- c) Discuss three essentials of a valid contract (3 marks)