MACHAKOS UNIVERSITY

University Examinations for 2017/2018 Academic Year

SCHOOL OF AGRICULTURAL SCIENCES

DEPARTMENT OF AGRICULTURAL EDUCATION AND EXTENSION

FIRST YEAR FIRST SEMESTER EXAMINATION FOR BACHELOR OF EDUCATION

AGB 102: AGRI-ENTERPRISE AND ENTERPRENEURSHIP MANAGEMENT

DATE: 20/12/2017 **TIME:8.30-10.30 AM**

Instructions:

Answer ALL questions in section A and ANY TWO questions in section B

SECTION A: 30 MARKS

QUESTION ONE (30 MARKS)

a) Define the following:

i. Food and fiber system (2 marks)

ii. Latent resource (2 marks)

iii. Entrepreneur (2 marks)

iv. Sequential model (2 marks)

v. Life timers (2 marks)

b) i. Describe three qualities of an entrepreneur in relation to acquiring capital (3 marks)

ii. Explain two functions of an entrepreneur in a small business (2 marks)

c) i. Juma is an entrepreneur with an interest in Pineapple processing. Describe three types of decisions that Juma may be required to make in the course of his operations (3 marks)

ii. Describe two forecasting techniques that can be used in a horticulture farm in Embu (2 marks)

d) i. Describe three stages that a small business is likely to go through in the course of development. (3 marks)

ii. Explain two roles of an agribusiness incubation facility in a rural area (2 marks)

e) i. Describe the three broad categories into which government intervention in agribusiness (3 marks)

ii. Explain two mandates of the ministry of industrialization in development of entrepreneurship in Kenya (2 marks)

SECTION B: 40 MARKS

QUESTION TWO (20 MARKS)

a) i. Explain five features that make agrienterprise unique in relation to other industries in Kenya (5 marks)

ii. Describe five roles of a small scale business in the development of the economy of Kenya (5 marks)

b) i. Describe five steps involved in the processing of decision making within a small agribusiness firm in Kenya (5 marks)

ii. Explain five importance of a control and evaluation system within a sisal processing firm in Kwale (5 marks)

QUESTION THREE (20 MARKS)

a) i. Explain the difference between equity financing and debt financing in the context of a small business (5 marks)

ii. Describe five challenges that an entrepreneur may face in establishing a business in Kenya (5 marks)

b) Describe three types of agricultural incubators in Kenya (10 marks)

QUESTION FOUR (20 MARKS)

a) Describe five links that can be used to link producers to the agriculture markets in Kenya. (10 marks)

b) Describe five roles of policy in the development of enterprises in the agriculture sector. (10 marks)

QUESTION FIVE (20 MARKS)

a) Describe five causes of failure of small business in Kenya (10 marks)

b) Joseph is an entrepreneur in the line of poultry production within Machakos County. He requires advice on drafting a business plan. Outline the main contents that will appear on the Business plan. (10 marks)