



MACHAKOS UNIVERSITY

University Examinations 2018/2019

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ADMINISTRATION

FIRST YEAR SECOND SEMESTER EXAMINATION FOR

CERTIFICATE IN PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

CERTIFICATE IN BUSINESS MANAGEMENT

CERTIFICATE IN HUMAN RESOURCE MANAGEMENT

CERTIFICATE IN MECHANICAL ENGINEERING (PRODUCTION OPTION)

CERTIFICATE IN AUTOMOTIVE ENGINEERING

**CERTIFICATE IN ELECTRICAL & ELECTRONIC TECHNOLOGY (POWER
OPTION)**

CERTIFICATE IN BUILDING TECHNOLOGY

ENTREPRENEURSHIP EDUCATION

DATE: 17/4/2019

TIME: 2.30-5.30 PM

INSTRUCTIONS

ANSWER ALL QUESTIONS

1. a) Define the following terms as used in entrepreneurship education. (10 marks)
 - (i) Craft Entrepreneur
 - (ii) Entrepreneur
 - (iii) Innovation
 - (iv) An Enterprise
 - (v) Business opportunity
- b) Differentiate between a self-employed person and a salaried person. (10 marks)
2. a) Using examples explain the cultural factors that promote entrepreneurial Development. (10 marks)

- b) Discuss the roles of an entrepreneur in an enterprise. (10 marks)
- 3. a) (i) Explain four ways of generating business ideas. (8 marks)
(ii) Highlight any four sources of business ideas. (4 marks)
- (b) Discuss the qualities of a viable business opportunity. (8 marks)
- 4. a) Explain the meaning of following forms of business ownerships. (6 marks)
 - (i) Sole Proprietorship
 - (ii) Partnership
 - (iii) Company
- b) State two advantages and disadvantages of each form discussed above. (6 marks)
- c) Discuss the challenges that are faced when starting a business. (8 marks)
- 5. a) Explain the factors to consider when starting a business. (10 marks)
- b) (i) Highlight five characteristics of an entrepreneur. (5 marks)
(ii) Outline the causes of business failure in Kenya. (5 marks)