



MACHAKOS UNIVERSITY

University Examinations for 2016/2017

SCHOOL OF ENGINEERING AND TECHNOLOGY

DEPARTMENT OF ELECTRICAL AND ELECTRONICS ENGINEERING

THIRD YEAR FIRST SEMESTER EXAMINATION FOR CERTIFICATE IN

ELECTRICAL AND ELECTRONICS ENGINEERING

SCU 308/EPC 114: ENTREPRENEURSHIP EDUCATION

DATE: 29/5/2017

TIME: 2:00 – 4:00 PM

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 (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 to National development. (10 marks)

QUESTION THREE (20 MARKS)

- (a) Briefly explain FIVE requirements for entrepreneurs entry into 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 types of a Risk situation in Business (10 marks)
- b) The management of Viema limited is in the process of searching 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 Awinja 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 convinces him that starting the firm did not mean being an employee for every , 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, the was

being given an opportunity to work for himself, earn more money and have the freedom to make business decisions .

Onyango finally accepted the offer and was made 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?
 - b) Was it wise decision for Dominic Onyango to have agreed to change his profession?
 - c) State THREE advantages and disadvantages of working in a family enterprise
 - d) Given that Dominic Onyango accepted this offer, does this portray him as an entrepreneur or not)
- (20 marks)