



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

**THIRD SEMESTER EXAMINATION FOR CERTIFICATE IN BUILDING
CONSTRUCTION TECHNOLOGY**

BCE BT 205: ENTREPRENEURSHIP III

Date: 3/12/2015

Time: 8:30 – 10:30 AM

INSTRUCTIONS

- This paper consists of (5) five questions
- Answer questions one (compulsory) and any other two
- Maximum marks for each part of a question are as indicated

1. a) (i) Name (5) five characteristics of a successful entrepreneur. (5 marks)
(ii) Explain how sentence completion tests are applied to assist an entrepreneur to determine his weakness. (5 marks)
b) (i) Name and explain (3) three factors that are considered when dealing with self-assessment. (6 marks)
(ii) Explain (2) two types of goals that an entrepreneur should set for himself when in business. (2 marks)
c) (i) Explain the following documents used in site as a communication method.
(i) Memos
(ii) Minutes

- (iii) Letters (6 marks)
- (ii) Name and explain (3) three leadership qualities that an entrepreneur should have. (6 marks)
2. a) (i) Name and explain (3) three methods of self- assessment. (3 marks)
- (ii) Explain the following characteristics of a successful entrepreneur
- (i) Positiveness
- (iv) Future oriented
- (v) Assertiveness (6 marks)
- b) (i) Name and explain (5) five traits of creativity and innovativeness that an entrepreneur should possess. (10 marks)
- (ii) Explain a cash book and how it is used in managing financial records. (1 mark)
3. a) Name and explain (5) five incentives that the government has enacted to assist the aspiring entrepreneurs. (10 marks)
- b) Name (5) five important methods used in communication in a building. (5 marks)
- c) (i) Name and explain (2) two common time wasting activities. (4 marks)
- (ii) Explain how an entrepreneur can motivate his workers so as to hasten their production. (1 mark)
4. a) Name and explain (5) five leadership qualities that an entrepreneur should have. (10 marks)
- b) State four resources that should be always available when an entrepreneur is to make decisions. (4 marks)
- c) (i) Name and explain (3) three basic business financial records. (6 marks)
- (ii) Explain how an entrepreneur can motivate his workers so as to hasten their production. (1 mark)
5. a) Name and explain (4) four areas where an entrepreneur can be able to access credit facilities. (8 marks)

- b) (i) Explain the following (2) two policies that are provided by the Government to assist entrepreneurs.
- (ii) econtrol of prices
- (iii) Reduction of cost of production (4 marks)
- c) Name (5) five entrepreneurial skills that an entrepreneur should have. (5 marks)
- d) Name (3) three characteristics of a credit mind. (3 marks)