



MACHAKOS UNIVERSITY

University Examinations for 2020/2021 Academic Year

SCHOOL OF ENGINEERING AND TECHNOLOGY

DEPARTMENT OF BUILDING AND CIVIL ENGINEERING

THIRD YEAR FIRST SEMESTER EXAMINATION FOR

DIPLOMA IN CIVIL ENGINEERING

SCU 308: ENTREPRENEURSHIP EDUCATION

DATE: 12/8/2021

TIME: 8.30-10.30 AM

INSTRUCTIONS

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

QUESTION ONE (30 MARKS)

- Define the following terms;
 - Entrepreneur
 - Entrepreneurship (4 marks)
- List down SIX characteristics of a good entrepreneur. (6 marks)
- Explain five sources where an entrepreneur can acquire business skills (10 marks)
- List down and briefly explain FIVE characteristics of a good business opportunity. (10 marks)

QUESTION TWO (20 MARKS)

- Define the term motivation (2 marks)
- Describe five internal factors and four external factors of motivation. (18 marks)

QUESTION THREE (20 MARKS)

- Discuss how entrepreneurs contribute to national development (15 marks)
- Outline five sources of business finance. (5 marks)

QUESTION FOUR (20 MARKS)

- a) Outline six reasons why entrepreneurs initiate businesses. (6 marks)
- b) Enumerate the importance of tendering. (2 marks)
- c) State and briefly explain four methods of tendering. (12 marks)

QUESTION FIVE (20 MARKS)

Explain five different levels of skills that an entrepreneur should acquire in order to run a successful business enterprise.