MACHAKOS UNIVERSITY

University Examinations 2016/2017

SCHOOL OF ENGINEERING AND TECHNOLOGY
DEPARTMENT OF BUILDING AND CIVIL ENGINEERING

FIRST YEAR SECOND SEMESTER EXAMINATION FOR CERTIFICATE IN BUILDING CONSTRUCTION TECHNOLOGY

BCE BT 114: ENTERPRENURSHIP II

DATE: 29/5/2017 **TIME: 2:00 – 4:00 PM**

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) State and explain the five factors that an entrepreneur should consider before introducing a New technology (5 marks)

   b) i. State three policies that the government has set to assist an entrepreneur to start business In the rural areas (6 marks)

   ii. Identify and explain three sources of business finance (6 marks)

   c) i) State and explain six business ethics that guide an entrepreneur in business (6 marks)

   ii. Define the term technology (1 mark)

   d) State and explain three classes of technology (6 marks)

2. a) i. Define the term business idea (3 marks)

   ii. Explain three types of entrepreneurs in relation to setting up a business (6 marks)

b) List three forms of business ownership (3 marks)

c) Enumerate 8 eight roles played by an entrepreneur in business (8 marks)

3. a) i. State and explain three environmental factors and how they affect a business (6 marks)

ii. State five tendering requirements that affect a business set up (5 marks)

b) Describe three characteristics of a good business idea. (6 marks)

c) Explain the term collateral in relation to conditions of lending of loans. (3 marks)

4. a) To develop new ideas on how to start and operate a business an entrepreneur needs new information. State and explain five areas where to get the information. (5 marks)

b) i. State and explain four conditions of borrowing money from banks. (8 marks)

ii. Explain how to determine a good market (2 marks)

c) i. Describe who is a potential customer (2 marks)

ii) Outline three reasons why entrepreneurs initiate business (3 marks)

5. a) Explain three factors that an entrepreneur should consider when selecting a Suitable source of business finance. (6 marks)

b) i. Explain how one should operate a family business (4 marks)

ii. State and explain four unfair practices by entrepreneurs in business (8 marks)

c) State and explain how an entrepreneur's family can affect his business (2 marks)