



MACHAKOS UNIVERSITY COLLEGE

(A Constituent College of Kenyatta University)
University Examinations for 2015/2016 Academic Year

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ENTREPRENEURSHIP AND MANAGEMENT SCIENCES

**SECOND SEMESTER EXAMINATION FOR DIPLOMA IN PROCUREMENT AND
SUPPLY CHAIN MANAGEMENT**

DPS 105: ENTREPRENEURSHIP

Date: 12/8/2016

Time: 8:30 – 10: 30 AM

INSTRUCTIONS

Answer Question ONE Which Is Compulsory and Any Other Two Questions

QUESTION ONE (30 MARKS)

- a) Define the term entrepreneurship. (2 marks)
- b) State and explain four ways of identifying a business opportunity. (8 marks)
- c) What is market? (2 marks)
- d) How do markets determine the success of enterprise? (8 marks)
- e) Describe five functions of the entrepreneur in a society. (10 marks)

QUESTION TWO (20 MARKS)

- a) Explain any five characteristics an entrepreneur must have. In answering the question, explain whether an entrepreneur is born with traits or they can be learned. (10 marks)
- b) Describe five entry requirements into self-employment. (10 marks)

QUESTION THREE (20 MARKS)

- a) Most small scale enterprises carry out trading activities at a central location. Outline the measures an entrepreneur would take to gain a competitive edge over her competitors. (10 marks)
- b) Explain the steps the Kenyan government has taken in order to promote entrepreneurship. (10 marks)

QUESTION FOUR (20 MARKS)

- a) Explain five internal factors that motivate a person to become an entrepreneur. (10 marks)
- b) The entrepreneur has been recognized as a major contribution in the achievement of national development. Discuss. (10 marks)

QUESTION FIVE (20 MARKS)

- a) Discuss the commonalities between creativity, innovation and entrepreneurship. (10 marks)
- b) Explain five reasons why entrepreneurs and small firms have difficulties in accessing finance for startup and expansion. (10 marks)