

**JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY**

**SCHOOL OF BUSINESS & ECONOMICS**

**UNIVERSITY EXAMINATION FOR THE DIPLOMA (TVET)**

**1<sup>ST</sup> YEAR 1<sup>ST</sup> SEMESTER 2022/2023 ACADEMIC YEAR**

**MAIN CAMPUS**

ii

**COURSE CODE: BUS/CU/SC/BC/04/6/A**

**COURSE TITLE: ENTREPRENEURSHIP SKILLS**

**EXAM VENUE:**

**DATE:**

**EXAM SESSION:**

**DURATION: 1 HOUR 30 MINUTES**

### **INSTRUCTIONS**

- 1. Answer QUESTION ONE and any other TWO questions**
- 2. Show all your workings.**
- 3. Do not write anything on the question paper**

### **QUESTION ONE**

Entrepreneurship is the function of foreseeing investment and production opportunity, organizing an enterprise to undertake new production process, raising capital, and hiring labor arranging for the supply of raw materials and selecting top managers for the day today operation of an enterprise.

**Required:**

- a) With local examples, define an entrepreneur.  
**marks)**

**(6**

b) Explain six major factors considered before entry into self-employment. (12 marks)

c) List and explain six ways in which entrepreneurs contribute to national development. (12 marks)

## QUESTION TWO

a) Explain five cultural factors that inhibit entrepreneurial development in Kenya. (10 marks)

b) Entrepreneurs are born or made? Discuss citing appropriate examples. (10 marks)

## QUESTION THREE

a) List and explain at least six external macro-environmental factors that affect business enterprises. (12 marks)

b) With the use of examples, explain at least four benefits of e-commerce. (8 marks)

## QUESTION FOUR

a) Discuss the merits and demerits of the following forms of business ownership

i. Sole proprietorship. (6 marks)

ii. Partnership. (6 marks)

b) Explain at least eight sources of business finance available to entrepreneurs. (10 marks)

## QUESTION FIVE

a) Entrepreneurial motivation is the drive, the desire, the need to achieve or fulfill certain entrepreneurial needs. Explain at least three factors in each of the internal and external entrepreneurial motivation. (12 marks).

b) With appropriate examples, explain at least four importance of a business plan. (8 marks)