



JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY
SCHOOL OF BUSINESS & ECONOMICS
UNIVERSITY EXAMINATION FOR THE DEGREE OF BACHELOR OF BUSINESS
ADMINISTRATION WITH IT AND BACHELOR OF LOGISTICS AND SUPPLY
CHAIN MANAGEMENT
4TH YEAR 1ST SEMESTER 2023/2024 ACADEMIC YEAR
MAIN CAMPUS

COURSE CODE: BAB1413/ BAB 1405

COURSE TITLE: ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT/ ENTERPRENEURSHIP IN LOGISTICS

EXAM VENUE:

DATE: DECEMBER, 2023

EXAM SESSION:

TIME: 2 HOURS

INSTRUCTIONS:

- 1. Answer Question ONE (COMPULSORY) and ANY other 2 questions**
- 2. Candidates are advised not to write on the question paper.**
- 3. Candidates must hand in their answer booklets to the invigilator while in the examination room.**

**BAB 1405 ENTREPRENEURSHIP AND SMALL-SCALE BUSINESS EXAMINATION-
Logistics and BBA**

QUESTION 1

1. a) Discuss briefly, five factors which affect Entrepreneurship Development-
10 Marks
- b) As a would-be new entrepreneur, identify five approaches you would use to become a successful owner manager- **5 Marks**
- c) Describe functional uses of a good business plan? **10 Marks**
- d) Suggest five reasons why female owned enterprises face more growth challenges than those operated by male counterparts- **5 Marks**

QUESTION 2

- a) Demonstrate your understanding of MAIR model of business start-up -**5 Marks**
- b) Describe how it can help in enhancing business sustainable competitiveness **8 Marks**
- c) Identify five causes of business failure -**7 Marks**

QUESTION 3

- a) Entrepreneurs are born and not made. Discuss using psychodynamics and psychosocial theories of entrepreneurship **10 Marks**
- b) Differentiate between an entrepreneur and a business owner- **4 Marks**

Suggest 3 advantages and 3 disadvantages of self-employment- 6Marks

QUESTION 4

- a) “ Small business is big business “ discuss this in light of positive changes small businesses bring in host communities- **10 marks**
- b) A successful enterprise has seeds of its decline and death, debate this. **10 marks**

QUESTION 5

With reference to your own subject area discipline: -

- a) Explain five possible reasons why entrepreneurship program is important for developing countries?
10 Marks

b) Discuss factors and practices which would make businesses to fail from perspectives of different stakeholders

10 Marks