



**JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**SCHOOL OF BUSINESS & ECONOMICS**  
**UNIVERSITY EXAMINATION FOR THE DEGREE OF BACHELOR OF BUSINESS**  
**ADMINISTRATION**  
**4<sup>TH</sup>YEAR 2<sup>ND</sup> SEMESTER 2016/2017 ACADEMIC YEAR**  
**SPECIAL EXAM**

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**COURSE CODE: ABA 413**

**COURSE TITLE: ENTREPRENEURSHIP AND SMALL BUSINESS MANAGEMENT**

**EXAM VENUE: LAB 1**

**STREAM: (BBA- FINANCE)**

**DATE:04/05/16**

**EXAM SESSION:9.00 – 11.00 AM**

**TIME: 2 HOURS**

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**Instructions:**

- 1. Answer questions ONE and ANY other TWO 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**

### **QUESTION ONE**

- a, Explain six factors that determine the source of raising capital for running a business. (12 marks)
- b, Explain four economic factors that affect entrepreneurship growth in developing countries. (8 marks)
- c, Discuss the sociological theory of entrepreneurship. (10 marks)

### **QUESTION TWO**

- a) Highlight five contributions of small and medium sized enterprises (SMEs) to the economic development of your country. (10marks)
- b, Entrepreneurial success depends on opportunity of recognition. Outline five ways which an entrepreneur can use to identify a business opportunity. (10 marks)

### **QUESTION THREE**

- a, State and explain five factors that an entrepreneur should consider when evaluating a business environment. (10 marks)
- b, State and explain five features of a successful entrepreneur. (10 marks)

### **QUESTION FOUR**

- a, Highlight the role of management consultants in small scale business management.(10 marks)
- b, Explain five factors that should be considered before buying an ongoing business. (10 marks)

### **QUESTION FIVE**

Describe the layout of a business plan, covering all the relevant components. (20 marks)