



**JARAMOGI OGINGA ODINGA UNIVERSITY OF SCIENCE AND TECHNOLOGY**  
**SCHOOL OF INFORMATICS AND INNOVATIVE SYSTEMS**  
**UNIVERSITY EXAMINATION FOR THE DEGREES IN BACHELOR OF SCIENCE IN**  
**COMPUTER FORENSICS AND SECURITY, BACHELOR OF SCIENCE IN BUSINESS**  
**INFORMATION SYSTEMS AND BACHELOR OF SCIENCE IN INFORMATION**  
**COMMUNICATIONS TECHNOLOGY**  
**2<sup>ND</sup> YEAR, 2<sup>ND</sup> SEMESTER 2024/2025 ACADEMIC YEAR**  
**MAIN CAMPUS**

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**COURSE CODE: BEB 9202**

**COURSE TITLE: Entrepreneurial Business Process**

**VENUE: LAB 14**                      **STREAM:**

**DATE: 17/4/2025**                      **EXAM SESSION: 9.00-11.00**

**TIME :2 HOURS**

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**INSTRUCTIONS**

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- 1. Answer QUESTION ONE [Compulsory] and any other TWO other 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.**
  - 4. Mobile phones are not allowed in the examination room.**
  - 5. Write legibly. Marks may be lost due to incorrigible handwriting.**
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**QUESTION ONE [COMPULSORY] [30 Marks]**

- a) Leadership styles are divided into three classification. Explain. **[3 Marks]**
- b) A Business life cycle have five stages .Explain. **[5 Marks]**
- c) Explain five disadvantages of using retained earnings as a source of finance to the company. **[5 Marks]**
- d) Differences between invoice discounting and factoring **[4 Marks]**
- e) Mwangi, an entrepreneur made the following credit purchases for the month of February 2025.
- f) February 2:From Katue enterprises, invoice no 312, sugar 5000, detergent 3000, rice 4500 ,February 5: From Great fun distributors, invoice no 210, stationery 3200, books 1200, February 11: From Kyalo, invoice no 1200, flour 4800, mineral water 700 , February 15: From Onyango, invoice no 98, soaps 400, soda 1800
- Required: Prepare the purchases journal in Mwangi's books. **[4 Marks]**
- g) What kind of social responsibilities does an entrepreneur owe to suppliers and creditors? **[4 Marks]**
- h) Explain five challenges posed by emerging trends and issues in enterprise management **[5 Marks]**

**QUESTION TWO [20 Marks]**

- a) Explain the process of innovation using the systematic approach process. **[10marks]**
- b) Discuss the distinction between X and Y managers according to Theory X and Theory Y on leadership styles. **[10marks]**

**QUESTION THREE [20 Marks]**

- a) Explain four ways of protecting a business idea **[8marks]**
- b) Discuss six advantages of using debt financing and general limitations of debt financing **[12marks]**

**QUESTION FOUR [20 Marks]**

- a) Discuss three theories of motivation **[12marks]**
- b) Explain four compelling reasons why an ICT strategy is not just a technological choice but a pivotal determinant in the complex business world. **[8marks]**

**QUESTION FIVE [20 Marks]**

- a) Write concise notes on **any five** of the following:
- i. Stages of a Bill
  - ii. History of Entrepreneurship in Kenya
  - iii. Competence Based Theory
  - iv. Maslow's Need Theory
  - v. The Role of Ethics in Business
  - vi. The Importance of a Business Plan
  - vii. Importance of Information Technology in Business

JOOUST OBSERVES ZERO TOLERANCE TO EXAM CHEATING