



**TECHNICAL UNIVERSITY OF MOMBASA**  
***Faculty of Business & Social Studies***

DEPARTMENT OF BUSINESS STUDIES

CERTIFICATE IN SHIPPING AND TRANSPORT MANAGEMENT  
CERTIFICATE IN HUMAN RESOURCE MANAGEMENT  
CERTIFICATE IN BUSINESS MANAGEMENT

**BEN 1102: ENTREPRENEURSHIP EDUCATION**

SPECIAL/SUPPLEMENTARY EXAMINATIONS

**SERIES: FEBRUARY 2015**

**TIME: 2 HOURS**

**INSTRUCTIONS:**

- This paper consists of **FIVE** questions.
- Answer question **ONE (Compulsory)** and any other **TWO** questions.

***This paper consists of Two printed pages.***

### **QUESTION 1 (Compulsory)**

- a) Define the following terms:
- i) Entrepreneur **(2 marks)**
  - ii) Entrepreneurship **(2 marks)**
  - iii) Self-employment **(2 marks)**
- b) State and explain **FIVE** characteristics of entrepreneurs. **(10 marks)**
- c) State and explain **FOUR** types of skill requirement before one ventures into entrepreneurship. **(8 marks)**
- d) Explain **THREE** ways of evaluating business goals. **(6 marks)**

### **QUESTION 2**

- a) Explain **FIVE** non-monetary incentives that an entrepreneur can use to motivate his/her employees. **(10 marks)**
- b) Discuss factors to consider when selecting business environment. **(10 marks)**

### **QUESTION 3**

- a) Describe the process of decision-making in business. **(10 marks)**
- b) Explain **FIVE** characteristics of appropriate technology. **(10 marks)**

### **QUESTION 4**

- a) Discuss the components of external business environment and how they affect an organization. **(10 marks)**
- b) Describe the factors to consider when selecting a business environment. **(10 marks)**

### **QUESTION 5**

- a) Outline **TEN** time management techniques. **(10 marks)**
- b) Explain **FIVE** causes of business risks. **(10 marks)**