



**THE MOMBASA POLYTECHNIC UNIVERSITY COLLEGE**

***FACULTY OF BUSINESS AND SOCIAL STUDIES***

**DEPARTMENT OF LIBERAL STUDIES AND COMMUNITY DEVELOPMENT**

**CERTIFICATE IN COMMUNITY DEVELOPMENT AND COUNSELING**

**(CCDC J010)**

**END OF SEMESTER I EXAMINATIONS**

**APRIL/MAY 2010 SERIES**

**: ENTREPRENUERSHIP EDUCATION I**

**TIME: 2 HOURS**

**Instructions to Candidates**

1. This paper contains **TWO** Sections **A & B**.
2. Section **A** is **COMPULSORY** answer **ALL** Questions.
3. Attempt **ANY TWO** Questions only from Section **B**.
4. Strictly observe **ALL** Examination Rules.

## **SECTION A**

(Compulsory)

### **QUESTION ONE**

- (a). Define an entrepreneur. **(4 Marks)**
- (b). Highlight any **FOUR** characteristics of a small business. **(4 Marks)**
- (c). Identify **FOUR** strategies of dealing with challenges in a family business. **(4 Marks)**
- (d). Describe a good business opportunity. **(4 Marks)**
- (e). Give **FOUR** circumstances that would influence potential entrepreneurs to participate in business as partners. **(4 Marks)**
- (f). Highlight **FOUR** reasons that make people go into self-employment. **(4 Marks)**
- (g). Differentiate between a craft entrepreneur and an opportunistic entrepreneur. **(6 Marks)**

## **SECTION B**

(Answer any TWO questions **ONLY** from this Section.)

### **QUESTION TWO**

Discuss any **FIVE** advantages of small business over large scale enterprises. **(20 Marks)**

### **QUESTION THREE**

Give and explain any **FIVE** sources of business ideas. **(20 Marks)**

### **QUESTION FOUR**

Explain **FIVE** Qualities of a successful entrepreneur. **(20 Marks)**

### **QUESTION FIVE**

Discuss **FIVE** factors that an entrepreneur should consider while choosing a business location. **(20 Marks)**