



TECHNICAL UNIVERSITY OF MOMBASA

FACULTY OF ENGINEERING AND TECHNOLOGY

DEPARTMENT OF BUILDING & CIVIL ENGINEERING

UNIVERSITY EXAMINATION FOR:

DIPLOMA IN BUILDING AND CIVIL ENGINEERING

(INSTITUTION BASED EXAMINATION)

BEN 2201: ENTREPRENEURSHIP EDUCATION

SERIES: MARCH 2017

TIME: 2 HOURS

Instructions to Candidates

You should have the following for this examination

-Answer Booklet, examination pass and student ID

This paper consists of **FIVE** questions. Attempt any **THREE** questions

Do not write on the question paper

Mobile Phones are NOT allowed inside the examination room

QUESTION ONE

a) Define the following terms;

- i. Self-employed individual
- ii. Speculator
- iii. Business opportunity

(6 Marks)

b) State THREE:

- i. Advantages of self-employment
- ii. Disadvantages of self-employment

(6 Marks)

- c) State FOUR:
- i. Personal barriers to self-employment
 - ii. External barriers to self-employment
- (8 Marks)

QUESTION TWO

- a) Outline FIVE ways by which an entrepreneur contributes to national development
(10 Marks)
- b) Outline TWO indicators that may help one to identify and assess a business opportunity ;
(4 Marks)
- c) Define the following terms
- i. Competitor in business
 - ii. Market survey
 - iii. Brainstorming
- (6 Marks)

QUESTION THREE

- a) Outline THREE indicators of a viable business opportunity.
(6 Marks)
- b) Explain FOUR incentives given by the government to small scale entrepreneurs.
(8 Marks)
- c) Outline THREE sources of business finance
(6 Marks)

QUESTION FOUR

- a) Outline FOUR characteristics of appropriate technology
(8marks)
- b) Explain THREE sources of information on appropriate technology
(6marks)
- c) Differentiate the following types of capital:
- Short term funds
 - Medium term funds
 - Long term funds
- (6marks)

QUESTION FIVE

- a) Define the term “contract’;
(2marks)
- b) Explain the SIX essentials of a valid contract.
(12 Marks)
- c) State Six conditions that call for a written contract.
(6marks)