



TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

DEPARTMENT OF BUSINESS ADMINISTRATION

UNIVERSITY EXAMINATION FOR:

**DEGREE CLASSES: BSDS, B.COM, B.B.A, APPLIED SCIENCE,
COMMUNITY HEALTH AND COMPUTER SCIENCE.**

BEN 4401: ENTREPRENEURSHIP SKILLS

END OF SEMESTER EXAMINATION

SERIES: APRIL 2016

TIME: 2HOURS

DATE: May , 2016

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 question ONE (Compulsory) and any other TWO questions.

Do not write on the question paper.

Question ONE (Compulsory) 30 marks

- a) Explain **any Five** disadvantages of paid employment. (5 marks)
- b) Describe characteristics that tend to make some entrepreneurs better at recognizing business opportunities than others. (6 marks)
- c) Distinguish between “an innovation” and “invention” (4 marks)

- d) Identify and explain the FOUR phases of the entrepreneurial process. (6 Marks)
- e) Entrepreneurs invest in businesses with an expectation of getting rewards. Name and briefly describe **any three** types of rewards available to an entrepreneur. (6 marks)
- f) Mention three reasons for writing a business plan prior to starting the business. (3 marks)

Question Two

- a) Discuss the views of the following scholars as applied in entrepreneurship
 - i) Joseph Schumpeters (5 marks)
 - ii) Max Weber (5 marks)
 - iii) Peter Druckers (5marks)
- b) Write short notes on Reverse Brainstorming. (5 marks)

Question Three

- a) Describe the factors that may still account for lower participation rates of women than men in entrepreneurship. (15 marks)
- b) Explain some measures which The Government of Kenya has put in place in order to increase the participation of women in entrepreneurial activities. (5 marks)

Question Four

- a) Discuss the role of information and communications technologies on the development of entrepreneurship. (12 marks)
- b) Explain the main features of the following theories of entrepreneurship;
 - (i) Economic Theories (4 marks)
 - (ii) Psychological Theories. (4 marks)

Question Five

- a) A traditional guidance used by many lenders is the 5C's of credit where each 'C' a critical qualifying element. Explain what the C's stand for in relation to credit. (10 Marks)
- b) There are different types of entrepreneurs on the modes or objectives or ventures. Describe the types of entrepreneurs classified according to the types of businesses they operate. (10 marks)