



THE MOMBASA POLYTECHNIC UNIVERSITY COLLEGE

Faculty of Business & Social Studies

DEPARTMENT OF LIBERAL STUDIES, COMMUNITY DEVELOPMENT &
COUNSELING

DIPLOMA IN COMMUNITY DEVELOPMENT COUNSELLING

(DCDC A09)

ENTREPRENEURSHIP EDUCATION

YEAR I SEMESTER 2

END SUPPLEMENTARY EXAMS

SERIES: APRIL/MAY 2010.

TIME: 2½ HOURS

INSTRUCTIONS TO CANDIDATES

1. This paper consists of **TWO** sections; **A** and **B**.
2. Answer **ONE** question in Section **A**.
3. Answer any **TWO** questions from Section **B**.
4. Observe examination rules.

SECTION A

(Answer **ONE** question from this section)

- Q.1 (a) Name and explain **FIVE** reasons why entrepreneurs look for help? (5 marks)
- (b) Mention 5 (**FIVE**) ways in which you can keep abreast of changes which will affect the growth of your business. (5 marks)
- (c) Name and explain **EIGHT** types of COLLATERAL available to an entrepreneur. (8 marks)
- (d) What are the main source of equity financing for most entrepreneurs. (3 marks)
- (e) Institutions entrepreneurs can borrow from when equity finance is not enough? (7 marks)
- (f) Differentiate between a CO-MARKER and a GUARANTOR? (2 marks)

SECTION B

- Q.2 Write short notes to explain the follow:
- (a) Quality Assurance
- (b) Customer requirements
- (c) Quality maintenance
- (d) Quality Standards (20 marks)
- Q.3 (a) Define the concept of social responsibility? (4 marks)
- (b) Discuss the arguments put in favour of assumption of social responsibilities by business. (16 marks)

Q.4 Write short notes to discuss the following as applied to determining your specific needs for money.

(a) Start-up costs

(b) Operating expenses

(c) Personal expenses

(20 marks)

Q.5 Discuss the SEVEN step General Approach to Decision making?

(20 marks)