



TECHNICAL UNIVERSITY OF MOMBASA
SCHOOL OF BUSINESS

DEPARTMENT OF BUSINESS ADMINISTRATION

UNIVERSITY EXAMINATION FOR:
**CERTIFICATE BUSINESS MANAGEMENT/STORES MANAGEMENT/HUMAN
RESOURCE MANAGEMENT/FRONT OFFICE OPERATIONS/SALES &
MARKETING/FINANCIAL MANAGEMENT/ELECTRICAL & ELECTRONIC
ENGINEERING/CATERING AND ACCOMODATION MANAGEMENT**
BEN 1102 ENTREPRENEURSHIP EDUCATION

END OF SEMESTER EXAMINATION

SERIES: AUGUST, 2019

TIME: 2 HOURS

DATE: DECEMBER 2017

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 other TWO questions.

Do not write on the question paper.

QUESTION 1

- a) Discuss the various contributions of entrepreneurship to National Development (10 marks)
- b) Explain Five Benefits of Self-Employment (5 marks)
- c) Illustrate Five Importance of Financial Planning (5 marks)

QUESTION 2

- a) Discuss FOUR drawbacks of entrepreneurship (8 marks)
- b) Highlight FOUR external factors that constrain decision making (4 marks)
- c) Describe Any THREE styles of leadership that can be applied by entrepreneurs in an organization. (6 marks)
- d) Define Risk management (2 marks)

QUESTION 3

- a) State and Explain Three benefits of effective demand forecasting (6 marks)
- b) Explain THREE ways of seeking entrepreneurial opportunities (6 marks)
- c) Discuss Four Importance of matching skills and resources to the changing technology (8 marks)

QUESTION 4

- a) What factors do entrepreneurs consider when evaluating business environment. (10 marks)
- b) Discuss any THREE external motivation factors (6 marks)
- c) Highlight TWO functions of human resource management (4 marks)

QUESTION 5

- a) Discuss FIVE self-assessment techniques in an organization (10 marks)
- b) Highlight Any SIX Importance of Coping with Competition (6 marks)
- c) Explain in brief FOUR objectives of production management (4 marks)