



**TECHNICAL UNIVERSITY OF MOMBASA**  
FACULTY OF ENGINEERING AND TECHNOLOGY  
DEPARTMENT OF ELECTRICAL & ELECTRONICS ENGINEERING

**END OF SEMISTER EXAMS:**  
CERTIFICATE IN ELECTRICAL ENGINEERING  
UNIT CODE: ENTREPRENEURSHIP EDUCATION

**TIME:2HOURS**

**DATE:Pick DateAug2019**

**Instructions to Candidates**

You should have the following for this examination

*-Answer paper, calculator 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**

- |   |       |
|---|-------|
| a) Describe the characteristics of an Entrepreneur        | 10Mks |
| b) Outline the sources of appropriate technology          | 10Mks |
| c) Define the following terms as used in Entrepreneurship |       |
| i. Entrepreneur   | 2Mks  |
| ii. Self-Employment                                       | 2Mks  |
| iii. Enterprise   | 2Mks  |
| iv. Entrepreneurship                                      | 2Mks  |
| v. Technology   | 2Mks  |

**QUESTION TWO**

- |   |       |
|---|-------|
| a) Discuss the external factors to consider when selecting Business environment | 10Mks |
| b) State and explain <b>FIVE</b> ways of evaluating business goals              | 10Mks |

**QUESTION THREE**

- |   |       |
|---|-------|
| a) Describe the process of decision-making process  | 10Mks |
| b) Explain <b>FIVE</b> non-monetary incentives that an entrepreneur can use to motivate employees | 10Mks |

**QUESTION FOUR**

- |   |       |
|---|-------|
| a) Discuss how entrepreneurship contribute towards national development | 10Mks |
| b) Outline <b>TEN</b> time management techniques                        | 10Mks |

## **QUESTION FIVE**

- a)** Outline the characteristics of a good business opportunity
- b)** Discuss the importance of self-employment

10Mks

10Mks