



# TECHNICAL UNIVERSITY OF MOMBASA

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SCHOOL OF BUSINESS  
DEPARTMENT OF BUSINESS ADMINISTRATION  
**UNIVERSITY EXAMINATION FOR:**  
BACHELOR OF BUSINESS ADMINISTRATION  
BACHELOR OF COMMERCE  
BFI 4101: BUSINESS STUDIES  
END OF SEMESTER EXAMINATION  
**SERIES:AUGUST2019**  
**TIME:2 HOURS**  
**DATE:Pick DateAug 2019**

## 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.**

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## Question ONE

- The business owner has the responsibility of maintaining good labour relations in order to ensure effectiveness and efficiency. Discuss. (10 marks)
- Describe the principal tenets of the external environment of a business. (10 marks)
- There are various forms of business ownership. Describe these forms of business ownership. (10 marks)

## Question TWO

- Describe the functions of the human resource department of an organization. (10 marks)
- In the course of collective bargaining, there are various essentials for collective bargaining to function. Discuss. (10 marks)

### **Question THREE**

- a) Discuss the factors that lead a business owner to have business policies for running his business. (10 marks)
- b) Describe the objectives of setting up a business enterprise. (10 marks)

### **Question FOUR**

- a) Mr Heko and his friends has joined with his friends to form a partnership. Describe the benefits enjoyed by forming a partnership. (10 marks)
- b) Describe the elements considered in the distribution of a product in the marketing of that product. (10 marks)

### **Question FIVE**

- a) Describe the sources of funds for non-commercial organizations. (10 marks)
- b) It is important for a business owner to have a business plan. Describe the importance of doing so. (10 marks)