TECHNICAL UNIVERSITY OF MOMBASA

SCHOOL OF BUSINESS

DEPARTMENT OF BUSINESS ADMINISTRATION

UNIVERSITY EXAMINATION FOR:

DIPLOMA IN SUPPLY CHAIN MANAGEMENT

BEN 21802: ENTREPRENEURSHIP/BUSINESS PLAN

END OF SEMESTER EXAMINATION

SERIES:APRIL 2022

TIME: 2HOURS

DATE: ……Apr2022

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

(a) It is a common say that, "failing to plan is planning to fail", this is perhaps more correct in relation to businesses. In light of the above say, explain how a business will benefit from a well prepared business plan. [10 marks]

(b) Explain any **FIVE** reasons that can lead to the failure of a business plan. [10 marks]

(c) Describe **any FIVE c**ircumstances under which an entrepreneur would prepare a business plan. [10 marks]

Question Two

(a) Describe **FIVE** benefits of setting business objectives [10 marks]

(b) Explain how the internet can be used as a resource tool for obtaining information to be included in a business plan. [10 marks]

Question Three

(a) Explain the Criteria that an entrepreneur should use when selecting a source of debt finance for the business. [10 marks]

(b) Describe the Problems that may be faced by entrepreneurs who are operating without a business plan. [10 marks]

Question Four

(a) Describe any **FIVE** support services potential entrepreneurs may need for their proposed businesses. [10 marks]

(b) Describe any FIVE items that may be included in the appendix section of a business plan. [10 marks]

Question Five

(a) Discuss any FIVE typical sources of cash revenue for a business enterprise. [10 marks]

(b) Young people are fond of starting and operating businesses as partners. It is advisable that for smooth operations, they should have a partnership deed. Analyze the major items that must be included in a partnership deed/agreement. [10 marks]