



# TECHNICAL UNIVERSITY OF MOMBASA

*Faculty of Business & Social Studies*

DEPARTMENT OF BUSINESS STUDIES

CHRM/CBM/CSTM

## **BEN 1102: ENTREPRENEURSHIP EDUCATION**

END OF SEMESTER EXAMINATIONS

**SERIES:** AUGUST 2013

**TIME:** 2 HOURS

### **INSTRUCTIONS:**

- This paper consists of **TWO** Sections **A & B**.
- Section **A** is **Compulsory**.
- Answer any other **TWO** questions in Section **B**.

***This paper consists of Two printed pages.***

**SECTION A (Compulsory)**

### **QUESTION 1**

- a) i) Define 'enterpreneurship'.

**(2marks)**

- ii) List down any FIVE characteristics of entrepreneurship. **(5marks)**
- iii) Cite any Three difficulties encountered when selecting a new enterprise **(3marks)**
  - i) State any FIVE benefits of being self-employed. **(5marks)**
  - ii) Identify any FIVE weaknesses of small medium enterprises ( SME'S) **(5marks)**
- c)i) Explain the concept Business opportunity. **(5marks)**
  - ii) Outline any FOUR common reasons for Business failures. **(4marks)**
  - iii) State any THREE drawbacks of financial planning or budgeting. **(3marks)**

## **SECTION B**

### **QUESTION 2**

- a) Describe the FIVE stages of management of risks in Business environment. **(10marks)**
- b) Explain any FIVE factors that may help an entrepreneur in the identification and assessment of Business opportunities. **(10marks)**

### **QUESTION 3**

- a) Highlight any FIVE main leadership functions in the context of a business firm or organization **(10marks).**
- b) Explain any FIVE functions that constitute production management in a business environment. **(10marks)**

### **QUESTION 4**

- a) Evaluate any FIVE sources of working capital in a business situation. **(10marks)**
- b) The appropriateness of technology depends on how it fits the purpose and the circumstances of the entrepreneurs.  
Explore any FIVE characteristics of an appropriate technology. **(10marks)**

### **QUESTION 5**

Describe the procedure of starting a business. **(20marks)**