



THE MOMBASA POLYTECHNIC UNIVERSITY COLLEGE

(A Constituent College of JKUAT)

Faculty of Engineering & Technology

DEPARTMENT OF COMPUTER SCIENCE & INFORMATION TECHNOLOGY

DIPLOMA IN INFORMATION COMMUNICATION TECHNOLOGY – DICT MAY 2010

EIT 2213: ENTREPRENEURSHIP EDUCATION

SPECIAL/SUPPLEMENTARY EXAMINATION

SERIES: MAY/JUNE 2012

TIME: 2 HOURS

Instructions to Candidates:

You should have the following for this examination

Answer Booklet

This paper consist of **FIVE** questions

Answer any **THREE** questions. Question **ONE** is compulsory

Maximum marks for each part of a question are as shown

This paper consists of **TWO** printed pages

Question 1 (Compulsory - 40 marks)

- a) (i) Explain **THREE** types of business finance (16 marks)
(ii) State **FOUR** sources of business finance (4 marks)
- b) (i) List **THREE** forms of business ownership (3 marks)
(ii) Define the term 'Entrepreneurship' (2 marks)
- c) Outline any **FIVE** steps involved in starting a business (5 marks)
- d) State any **FOUR** qualities of a good leader (4 marks)
- e) State **FOUR** methods of instituting change in an organization (4 marks)
- f) Explain the term 'Business risk' (2 marks)

Question 2 (20 marks)

- a) Explain **FOUR** types of information an entrepreneur needs to have before starting a business (12 marks)
- b) (i) Define the term 'Contract' (2 marks)
(ii) State **SIX** essentials of a valid contract. (6 marks)

Question 3 (20 marks)

- a) (i) Define the term 'Motivation' (2 marks)
(ii) State the **FIVE** levels of Maslow's hierarchy of needs (5 marks)
(iii) Explain any **FOUR** external entrepreneurial motivators (8 marks)
- b) Business goals provide a guide for the course of action to be taken. They must be SMART. Expound the components of 'SMART' (5 marks)

Question 4 (20 marks)

Decision making is an organized step by step process and yet many people try to make their decision by trial and error.

- a) Describe **FIVE** factors that influence decision making in a business (10 marks)
- b) Explain **FIVE** steps of the decision making process (10 marks)

Question 5 (20 marks)

- a) Distinguish between the following business goals:
 - i) Long term goals
 - ii) Short term goals(4 marks)
- b) Explain any **THREE** ways used to measure business goals (6 marks)
- c) Explain any **THREE** business records (6 marks)
- d) State any **FOUR** importance of keeping business records (4 marks)