



# MACHAKOS UNIVERSITY

University Examinations for 2021/2022 Academic Year

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ADMINISTRATION

SECOND YEAR FIRST SEMESTER EXAMINATION FOR

BACHELOR OF SCIENCE (APPLIED PHYSICS AND TECHNOLOGY)

BACHELOR OF SCIENCE (ANALYTICAL CHEMISTRY)

BACHELOR OF SCIENCE (ACTUARIAL SCIENCE)

**UCU 104: INTRODUCTION TO ENTREPRENEURSHIP MANAGEMENT**

**DATE:**

**TIME:2 HOURS**

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## INSTRUCTIONS

- i. The paper has five questions*
- ii. Question 1 is compulsory 30 marks.*
- iii. Answer any TWO questions each 20 marks*

## QUESTION ONE (COMPULSORY) (30 MARKS)

- a) Outline the five features of intrapreneurship. (10 marks)
- b) Explain Joseph Schumpeter's view of entrepreneurship. (6 marks)
- c) Differentiate between a quasi-partner and a general partner. (4 marks)
- d) Examine how creativity and innovation enhance business growth and development. (10 marks)

## QUESTION TWO (20 MARKS)

- a) Describe FIVE types of angel investors. (10 marks)
- b) Entrepreneurs from all over the world recently converged in Kenya for the Global entrepreneurship Summit co-hosted by both the governments of Kenya and United States of America. In relation to the above statement, explore FIVE ways in which a government could employ to inspire its citizens to become entrepreneurs. (10 marks)

**QUESTION THREE (20 MARKS)**

- a) Justify any FIVE reasons why an entrepreneur should have a well-defined business strategy before venturing into a business. (10 marks)
- b) Explain the application of Abraham Maslow's need Theory to entrepreneurship development. (10 marks)

**QUESTION FOUR (20 MARKS)**

- a) Explain FOUR internal and FOUR external factors which motivate individuals to develop entrepreneurial behavior. (16 marks)
- b) Distinguish between utility patent and design patents. (4 marks)

**QUESTION FIVE (20 MARKS)**

- a) An entrepreneur may find it necessary to carry out a feasibility study to determine whether a business idea is worth exploiting. In relation to the statement, explain Five steps to be followed when carrying out the feasibility study. (10 marks)
- b) Discuss five roles of entrepreneurship in economic development. (10 marks)