



MACHAKOS UNIVERSITY

University Examinations 2020/2021

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ADMINISTRATION

FIRST YEAR SECOND SEMESTER EXAMINATION FOR

DIPLOMA IN INFORMATION COMMUNICATION TECHNOLOGY

DIPLOMA IN SUPPLY CHAIN MANAGEMENT

DIPLOMA IN BUSINESS MANAGEMENT

ENTREPRENEURSHIP EDUCATION AND BUSINESS PLAN

DATE: 1/9/2021

TIME: 11:30 – 2:30 PM

INSTRUCTIONS:

ANSWER QUESTION ONE AND ANY OTHER TWO QUESTIONS

1. a) Sole proprietorship is a form of business ownership which is preferred by small scale entrepreneurs. Explain five merits of sole proprietorship. (10 marks)
- b) Mazingira Youth Group comprises of fresh graduates from a local university. They intend to start a spare part sales company. Explain five entrepreneurial competences which they require for the business they are venturing into. (10 marks)
- c) Explain five stages in the business life cycle. (10 marks)
2. a) Discuss five sources of new employees in an enterprise (10 marks)
- b) Explain five functions of management in an enterprise. (10 marks)
3. a) Explain Abraham Maslow's Hierarchy of Needs theory in motivating employees in an organization (10 marks)
- b) Explain the procedure of selecting personnel in an organization. (10 marks)
4. a) Discuss five characteristics of a good business opportunity. (10 marks)
- b) Identify five firms that offer support services where entrepreneurs can get help with the running of their businesses. (10 marks)
5. a) Highlight five challenges faced when starting a small business enterprise. (10 marks)
- b) Outline five and advantages disadvantages of operating a public limited company form of business enterprise. (10 marks)