



MACHAKOS UNIVERSITY

University Examinations for 2020/2021 Academic Year

SCHOOL OF BUSINESS AND ECONOMICS

DEPARTMENT OF BUSINESS ADMINISTRATION

FOURTH YEAR FIRST SEMESTER EXAMINATION FOR

BACHELOR OF SCIENCE IN COMPUTER SCIENCE

SCO 404: ENTREPRENEURSHIP

DATE: 13/8/2021

TIME: 2.00-4.00 PM

INSTRUCTIONS:

Answer question one and any other two questions.

QUESTION ONE (30 MARKS) (COMPULSORY)

- a) Outline FIVE ways of identifying business opportunities. (5 marks)
- b) Explain briefly Joseph Schumpeter's views of innovation as an important dimension of entrepreneurship. (6 marks)
- c) Identify five external sources of finance for an aspiring entrepreneur. (5 marks)
- d) Entrepreneurs are the key drivers of a country's national development. Explain any three ways of achieving this. (6 marks)
- e) Explain four enterprise growth strategies employed by entrepreneurs in Kenya today. (8 marks)

QUESTION TWO (20 MARKS)

- a) Outline the disadvantages of:
 - i. Sole proprietorship (5 marks)
 - ii. Partnerships (5 marks)
- b) Examine the essential features of an effective business plan. (10 marks)

QUESTION THREE (20 MARKS)

Disprove the TEN most common myths of Entrepreneurship.

QUESTION FOUR (20 MARKS)

- a) Using a diagrammatic representation, create the negotiation strategy determination process. (10 marks)
- b) Explain FIVE reasons that would encourage you to write a business plan. (10 marks)

QUESTION FIVE (20 MARKS)

- a) Examine any five reasons why entrepreneurs and small firms have difficulties in accessing finance for start-up and expansion. (10 marks)
- b) Explain FIVE considerations partners should make before entering into a partnership. (10 marks)