



MACHAKOS UNIVERSITY

University Examinations for 2019/2020 Academic Year

SCHOOL OF AGRICULTURAL SCIENCES

DEPARTMENT OF AGRIBUSINESS MANAGEMENT AND TRADE

FIRST YEAR SECOND SEMESTER EXAMINATION FOR

BACHELOR OF SCIENCE IN AGRIBUSINESS MANAGEMENT

AGB 102: ENTREPRENEURSHIP AND AGRI ENTERPRISE DEVELOPMENT

DATE: 14/12/2020

TIME: 8.30-10.30 AM

INSTRUCTIONS:

Answer question one and any other two questions

QUESTION ONE: 30 MARKS

- a) Define the following terms:
 - i. Drone entrepreneur (1 mark)
 - ii. Exit strategy (1 mark)
 - iii. Manager (1 mark)
 - iv. Autocratic (1 mark)
- b) Describe three roles of an entrepreneur in the economic development of Kenya (3 marks)
- c) Describe four types of networks within an entrepreneurial organization (4 marks)
- d) Explain three methods of preventing risks related to Information Technology (3 marks)
- e) Explain three sources of change in an Agri enterprise (3 marks)
- f) Describe three costs related to business development within an entrepreneurial organization (3 marks)
- g) Explain three types of policy interventions for up scaling small business (3 marks)
- h) Differentiate between formal lending and informal lending organizations in Agri enterprise (2 marks)
- i) Describe two schools of thought in entrepreneurship development (2 marks)
- j) Describe three qualities of an entrepreneur in agribusiness (3 marks)

SECTION B: 40 MARKS

QUESTION TWO: (20 MARKS)

- a) Describe five steps followed in decision making within a small agribusiness firm (5 marks)
- b) Describe five factors that motivate entrepreneurship among small scale agribusiness in Kenya (5 marks)
- c) Describe five possible sources of internal risks that an entrepreneur may face in production of bananas in Kisii County. (10 marks)

QUESTION THREE: (20 MARKS)

- a) Describe five roles of customer relations in a small size agribusiness in Kenya (5 marks)
- b) Explain the main components of the Mckinsey 7 s model in organizational theory (7 marks)
- c) Use the “Greiner organizational growth model” to describe the growth phases of a small scale agribusiness. (8 marks)

QUESTION FOUR: (20 MARKS)

- a) (i) Describe five challenges encountered in marketing of agriculture commodities by a small-scale agribusiness enterprise (5 marks)
- (ii) Describe five solutions to challenges mentioned in a(i) (5 marks)
- b) Explain five features that differentiate agribusiness enterprises from other industrial based enterprises. (10 marks)

QUESTION FIVE (20 MARKS)

- a) (i) Describe five constraints hindering SME access to credit in Kenya (5 marks)
- (ii) Describe five viable solutions to constraints mentioned in a(i) (5 marks)
- b) Using relevant examples, Outline five components of a poultry business plan (10 marks)