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KIBABII UNIVERSITY



UNIVERSITY EXAMINATIONS

**2020/2021 ACADEMIC YEAR
THIRD YEAR SECOND SEMESTER
MAIN EXAMINATION**

**FOR THE DEGREE OF BACHELOR OF COOPERATIVE
&
ENTREPRENEURSHIP MANAGEMENT**

COURSE CODE: ENT 111

**COURSE TITLE: FUNDAMENTALS OF
ENTREPRENEURSHIP MANAGEMENT**

DATE: 17/02/2021

TIME: 2.00PM-4.00PM

INSTRUCTION TO CANDIDATES

- 1) The paper contains **FIVE** questions
- 2) Attempt **THREE** questions
- 3) Question **ONE** is Compulsory

TIME: 2 Hours

KIBU observes ZERO tolerance to examination cheating

Question ONE

- a) Explain Five attributes that an entrepreneur should possess for him to run a successful business. (10 Marks)
- b) Explain five of the challenges that face an entrepreneur in his quest to establish a successful business. (10 Marks)
- c) Examine three ways through which the economy benefits from the growth of small businesses (10 Marks)

Question TWO

- a) Who is an entrepreneur? (2 Marks)
- b) In what ways can an entrepreneur achieve his objective of being self-employed? (8 Marks)
- c) Describe any Five stakeholders in an entrepreneur's venture (10 Marks)

Question THREE

- a) Identify the various types of networking (08 Marks)
- b) Explain six guidelines an entrepreneur can use in choosing a business opportunity (10 Marks)

Question FOUR

- a) What is networking and how is it important in today's economy? (10 Marks)
- b) What is always contained in an executive summary? (10 Marks)

Question FIVE

- a) Explain five uses that an entrepreneur may have for his business plan (10 Marks)
- b) Outline the components of a business plan. (10 marks)