



*(Knowledge for Development)*

**KIBABII UNIVERSITY**  
**UNIVERSITY EXAMINATIONS**  
**2019/2020 ACADEMIC YEAR**  
**SPECIAL/SUPPLEMENTARY EXAMINATION**  
**FIRST YEAR SECOND SEMESTER**  
  
**FOR THE DIPLOMA IN**  
**(INFORMATION TECHNOLOGY)**

**COURSE CODE: DIT 061**

**COURSE TITLE: IT ENTREPRENEURSHIP**

**DATE: 01/02/2021**

**TIME: 2.00 P.M. – 4.00 P.M.**

**INSTRUCTIONS**

**ANSWER QUESTIONS ONE AND ANY OTHER TWO.**

**QUESTION ONE (COMPULSORY) (24MARKS)**

- a.) Define the following terms as used in IT Entrepreneurship. [2 Marks]
- An Entrepreneur.
  - A manager.
- b.) Discuss the following factors that affect entrepreneurial growth. [6 Marks]
- Economic factors.
  - Social factors.
  - Psychological factors.
- c.) An entrepreneur has to perform functions for successful running of his enterprise. He has to perceive business opportunities and mobilize resources like man, money, and materials. Briefly discuss some of the functions of successful entrepreneur. [8 Marks]
- d.) Briefly discuss the nature and concept of motivation highlighting their theories. [8 Marks]

**QUESTION TWO (18 MARKS)**

- a.) Discuss the classification of entrepreneurs basing on their characteristics, giving examples to each. [12 Marks]
- b.) Explain the following terms as used in IT entrepreneurship. [6 Marks]
- i. Sociological theory.
  - ii. Theory of cultural values.
  - iii. Economic theory.

**QUESTION THREE (18 MARKS)**

- a.) Throughout years many myths have risen about entrepreneurship primarily because of lack of research on the subject. As many researchers in the field have noted, the study of entrepreneurship is still emerging. Explain and dispel the myths. [10 Marks]
- b.) Before an entrepreneur establishes a successful business he/she faces a vast number of challenges. Briefly explain the challenges that an entrepreneur faces in his quest to establish a successful business. [8 Marks]

**QUESTION FOUR (18 MARKS)**

- a.) An entrepreneur is both an inventor and innovator. 'Do you agree with this view of entrepreneur?' Discuss. [8 Marks]
- b.) Discuss the objectives of small business growth outlining the stages of growth for small business enterprises. [10 Marks]

**QUESTION FIVE (18 MARKS)**

- a.) An entrepreneur and manager are two terms which are considered to be synonym, but they have different meaning. Clearly show the difference between the two terms. [8 Marks]
- b.) Discuss the roles of IT entrepreneurship in economic growth. [10 Marks]