



(Knowledge for Development)

KIBABII UNIVERSITY

(KIBU)

**UNIVERSITY EXAMINATIONS
2020/2021 ACADEMIC YEAR**

**END OF SEMESTER EXAMINATIONS
YEAR ONE SEMESTER TWO EXAMINATIONS**

**FOR THE DIPLOMA IN
(INFORMATION TECHNOLOGY)**

COURSE CODE : DIT 061

COURSE TITLE : IT ENTREPRENEURSHIP

DATE: 26/11/2021

TIME: 9.00 A.M-11.00 A.M

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTIONS ONE AND ANY OTHER TWO

QUESTION ONE (COMPULSORY) [24 MARKS]

- a) Differentiate between Manager and Leader [4 Marks]
- b) Discuss the following factors that affect entrepreneurial growth [6 marks]
- i. Economic factors
 - ii. Social factors
 - iii. Psychological factors
- c) What are the major entrepreneurial functions [4 marks]
- d) Highlight **FOUR** public points an entrepreneur considers when formulating a business idea [8 marks]

QUESTION TWO [18 MARKS]

- a) 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]
- b) Explain **FIVE** factors to be considered when introducing an incoming generating project [10 marks]

QUESTION THREE [18 MARKS]

- a) 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. [10 marks]
- b) Discuss the roles of IT entrepreneur in economic growth [8 marks]

QUESTION FOUR [18 MARKS]

- a) Briefly discuss the nature and concept of motivation highlighting their theories [8marks]
- b) Discuss some of the methods the entrepreneur may use to promote his/her products. [10 marks]

QUESTION FIVE [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]