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# KIBABII UNIVERSITY



## UNIVERSITY EXAMINATIONS 2022/2023 ACADEMIC YEAR THIRD YEAR FIRST SEMESTER

### MAIN EXAMINATION

### FOR THE DEGREE IN RENEWABLE ENERGY AND BIOFUELS TECHNOLOGY

**COURSE CODE: ESM 305**

**COURSE TITLE: ENTREPRENEURSHIP FOR SMALL  
BUSINESS**

**DATE: 23 DEC 202**

**TIME: 9:00-11:00 AM**

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#### **INSTRUCTION TO CANDIDATES**

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

KIBU observes **ZERO** tolerance to examination cheating

### QUESTION ONE

- a) Technology drives business to new levels and heights both locally and globally alike. Discuss the role of technology in entrepreneurial development in the new world business order. (10 Marks)
- b) Examine the requirements of registration of a business Name (10 Marks)
- c) Risk management is a key component in business success and Management of any entrepreneurship venture. Assess the importance of risk Management in Business development. (10 Marks)

### QUESTION TWO

- a) Discuss the contents of a partnership deed (10 Marks)
- b) Explore the benefits of entrepreneurial mind set in day to day operations of our businesses. (10 Marks)

### QUESTION THREE

- a) Analyze five key policy instruments that will help steer entrepreneurship promotion and development in the next decade (10 Marks)
- b) Explain how corruption as an element affects business and entrepreneurial development Kenya (10 Marks)

### QUESTION FOUR

- a) As a new entrant into entrepreneurship industry explain five methods to business opportunity approaches (10 marks)
- b) Building a competitive edge is an important aspect in managing business profitability in the long run. Explain how you can build a unique competitive position for your business. (10 Marks)

### QUESTION FIVE

- a) Discuss important skills that a successful entrepreneur must possess to succeed (10 Marks)
- b) Describe the processes of starting a business opportunity (10 marks)