



MERU UNIVERSITY COLLEGE OF SCIENCE & TECHNOLOGY

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University Examinations 2010/2011

FIRST YEAR, SECOND SEMESTER EXAMINATIONS FOR CERTIFICATE IN AGRICULTURE

BUS 0162: ENTREPRENEURSHIP SKILLS

DATE: DECEMBER

2010

TIME: 1½ HOURS

INSTRUCTIONS: Answer Question *one* which is Compulsory and any other *two* questions

QUESTION ONE – (30 MARKS)

- (a) Explain the contribution of entrepreneurship education to:
 - (i) Individual trainee (5 Marks)
 - (ii) The country. (5 Marks)
- (b) Describe two types of entrepreneurs. (5 Marks)
- (c) Explain five ways of becoming an entrepreneur (5 Marks)
- (d) Highlight five disadvantages of self-employment. (5 Marks)
- (e) Giving examples, distinguish between internal and external motivation. (5 Marks)

QUESTION TWO – (15 MARKS)

- (a) State and explain the different types of information needed in starting a business, giving sources of such information. (10 Marks)
- (b) Give five sources of finance to a small business enterprise. (5 Marks)

QUESTION THREE – (15 MARKS)

- (a) Discuss the steps involved in decision making in a business organization. (10 Marks)
- (b) Give different methods of decision making. (5 Marks)

QUESTION FOUR – (15 MARKS)

Discuss small business enterprises under the following subheadings.

- (i) Financing problems. (5 Marks)
- (ii) Types (5 Marks)
- (iii) Strengths (5 Marks)

QUESTION FIVE – (15 MARKS)

- (a) Give the need for change in an organization. (5 Marks)
- (b) Explain the reasons for resisting change. (5 Marks)
- (c) How can managers overcome resistance to change? (5 Marks)