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Date: 21.07.2025 07:24 AM

LEVEL 6

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Apply Entrepreneurial Skills

Date: 21.07.2025 07:24 AM

July/August 2025

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TVET CURRICULUM DEVELOPMENT, ASSESSMENT AND CERTIFICATION COUNCIL (TVET CDACC)

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WRITTEN ASSESSMENT

Date: 21.07.2025 07:24 AM

TIME: 3 HOURS

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INSTRUCTIONS TO CANDIDATE

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1. This paper consists of **TWO** sections: **A** and **B**.

2. Attempt **ALL** questions in section **A**.

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3. Attempt question **ELEVEN** (11) and any other **TWO** (2) questions in section **B**.

4. Marks for each question are indicated in the brackets.

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5. Candidates are provided with a separate answer booklet

6. **DO NOT** write on the question paper.

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This paper consists of THREE (3) printed pages

Candidate should check the question paper to ascertain that all pages are printed as indicated and that no questions are missing.

SECTION A (40 MARKS)***Attempt ALL questions in this section***

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1. Sole proprietorship is one of the legal forms of business ownership. State FOUR advantages of operating as a sole proprietor. (4 Marks)

2. The Government of Kenya has put suitable policies in place to help in the development of entrepreneurship. This is to help reduce unemployment in the country by encouraging more youths to create employment through their own businesses rather than seeking for formal employment. State FOUR advantages of self-employment. (4 Marks)

3. Information communication technology is incorporated in business in the modern world. List FOUR benefits of incorporating Information Communication Technology in a business. (4 Marks)

4. Tax is a mandatory financial charge or levy imposed on an individual or legal entity by a government organization to support government spending and public expenditures. Identify FOUR types of taxes in Kenya. (4 Marks)

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5. Entrepreneurs possess different characteristics. State FOUR characteristics of an entrepreneur. (4 Marks)

6. Entrepreneurs prefer saving with banks to other modes of savings. State FOUR benefits of saving with banks. (4marks)

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7. Arriving at a viable business idea requires an entrepreneur to keenly scan the environment.

State FOUR factors an entrepreneur would consider before choosing a business idea.

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(4Marks)

8. The business maintains various types of Financial records that help in accountability. List FOUR types of Financial records. (4Marks)

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9. Low self-confidence can make one fail in a business. State FOUR ways of developing self-confidence. (4 Marks)

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10. Consumers' exploitation is one of the unethical behaviors in a business that makes customers run away from a business. State FOUR ways of consumers' exploitation.

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(4 Marks)

SECTION B (60 MARKS)

Attempt question 11 and any other TWO questions in This Section.

11. A good Entrepreneur must pay attention to selecting sources of business funds and insurance services procurement, which involves a systematic process where an entity, like a corporation, seeks to obtain insurance coverage from a variety of insurers.

a) Explain FIVE Sources of Funds for a new business. (10 Marks)

b) Describe FIVE activities involved in the procurement of insurance services. (10 Marks)

12. Entrepreneurs play different roles in making sure that the business is successful. This has had a big impact on the development of National growth.

a) Explain FIVE roles of an Entrepreneur in an enterprise. (10 Marks)

b) Explain FIVE Contributions of Entrepreneurship to National Development. (10 Marks)

13. A business plan is crucial for both new and established businesses. It acts as a roadmap for achieving goals.

a) Describe FIVE important aspects of a business plan for an entrepreneur. (10 Marks)

b) Explain FIVE activities found in a Financial plan, one of the components of a business plan. (10 Marks)

14. Innovation refers to creating more effective processes, products and ideas that will attract and retain customers in an enterprise.

a) Explain FIVE benefits of innovation in an enterprise. (10 Marks)

b) Discuss FIVE importance of customer retention for an enterprise. (10 Marks)