PAN AFRICA CHRISTIAN UNIVERSITY

END OF SEMESTER EXAMINATION FOR DIPLOMA IN

ENTREPRENEURSHIP MANAGEMENT

MAY-AUGUST 2017

CAMPUS: ROYSAMBU

DEPARTMENT: BUSINESS

COURSE CODE: DENT0125

COURSE TITLE: DEVELOPING ENTREPRENEURIAL OPPORTUNITIES

EXAM DATE: FRIDAY 28th JULY 2017

TIME: 9.00AM-12.00PM

INSTRUCTIONS

- Read all questions carefully before attempting.
- Write your **student number** on the answer booklet provided.
- This exam script has **SIX questions**
- Answer **QUESTION ONE** (40 Marks) and **ANY OTHER FOUR** questions (15 Marks each).

QUESTION ONE

(a) As an entrepreneur, discuss six ways in which you can develop a habit of seeing an economic opportunity in everything around you. **(18 Marks)**

(b) Explain with appropriate examples, four skills you need to be a successful entrepreneur. **(12 Marks)**

(c) There are five general conditions that should always be present with a good business opportunity. Identify and discuss them. **(10 Marks)**

QUESTION TWO

(a) Discuss three environmental factors that present entrepreneurs with business opportunities. **(6 Marks)**

(b) Explain how the following factors can cause business failure.

- **i.** Starting a business for the wrong reasons. **(3 Marks)**
- **ii.** Poor Management **(3 Marks)**
- **iii.** Insufficient Capital **(3 Marks)**

QUESTION THREE

(a) Explain the disadvantages of overexpansion for growing a business. **(5 Marks)**

(b) Discuss five things you would consider in setting your foundations to becoming an entrepreneur. **(10 Marks)**

QUESTION FOUR

(a) Explain how cultural factors influence entrepreneurship positively and negatively. **(8 Marks)**

(b) Discuss availability of resources as a major factor that affects entrepreneurship. **(7 Marks)**

QUESTION FIVE

(a) Define the term 'ownership investment' **(3 Marks)**

(b) Explain four examples of the type of investment in (a) above. **(12 marks)**

QUESTION SIX

(a) Discuss five considerations you would make when choosing/selecting securities. **(10 Marks)**

(b) Outline five ways in which the political environment influences entrepreneurship. **(5 marks)**