



PAN AFRICA CHRISTIAN UNIVERSITY
SCHOOL OF LEADERSHIP, BUSINESS & TECHNOLOGY
END OF SEMESTER EXAMINATION FOR DIPLOMA IN
INFORMATION AND COMMUNICATION TECHNOLOGY
SEPTEMBER-DECEMBER 2019

CAMPUS: ROYSAMBU

DEPARTMENT: COMPUTING AND IT

COURSE CODE: DICT0213

COURSE TITLE: ENTREPRENEURSHIP SKILLS

EXAM DATE: MONDAY 2ND DECEMBER 2019

DURATION: 2 HOURS

TIME: 2:00PM-4:00PM

INSTRUCTIONS

- Read the instructions and questions carefully before you write the answers.
- Write your **STUDENT NUMBER** in the Answer Booklet given
- *Write clearly and legibly.*
- This exam paper contains TWO sections.
- Answer **ALL questions in Section A** and **any THREE** questions in section B.
- *ALL PAC University's examination rules and regulations apply*

SECTION A: COMPULSORY QUESTION**{30 MARKS}****QUESTION 1**

- (a) Differentiate the following terms as used in Entrepreneurship
- i. Entrepreneur and Intrapreneur (2 Marks)
 - ii. Innovation and Invention (2 Marks)
 - iii. Patents and Trademarks (2 Marks)
 - iv. Vision and Mission (2 Marks)
- (b) Explain FOUR functions of an entrepreneur. (4 Marks)
- (c) Describe FOUR main reasons why an aspiring entrepreneur should prepare a workable business plan (4 Marks)
- (d) State THREE potential drawbacks that anyone planning to enter the world of entrepreneurship should consider. (3 Marks)
- (e) Describe THREE disadvantages of the following forms of businesses:
- i. Sole proprietorship (3 Marks)
 - ii. Partnerships (3 Marks)
- (f) With relevant examples, explain how changes in technology have generated entrepreneurial opportunities. (5 Marks)

SECTION B: ANSWER ANY THREE QUESTIONS {10 MARKS EACH}**QUESTION 2**

- (a) Describe FIVE characteristics of entrepreneurs. (5 Marks)
- (b) Explain the steps involved in the creativity process (5 Marks)

QUESTION 3

- (a) Outline FOUR financial documents included in a business plan. (4 Marks)
- (b) Briefly explain the relationship between entrepreneurship and economic growth (6 Marks)

QUESTION 4

- (a) State THREE sources of internal employees. (3 Marks)
- (b) Explain the various segments of a business plan. (7 Marks)

QUESTION 5

- (a) Outline TWO barriers of creativity. (2 Marks)
- (b) As the new Entrepreneur of a textile manufacturing company planning to set up a manufacturing business in Machakos, explain FOUR key factors you may consider in identifying a suitable location to set up your business. (8 Marks)

QUESTION 6

- (a) After completion of your diploma you may decide to seek for employment or to start your own business. Explain FOUR reasons why you would consider starting your business rather than look for formal employment (4 Marks)

- (b) If you decide to start your own business in (a) above, state six sources of capital that you would consider **(6 Marks)**