



PAC INSTITUTE OF TECHNOLOGY AND SOCIAL STUDIES DECEMBER ASSESSMENT

FORMATIVE ASSESSMENT

Level : 5

Unit of Competency : Apply Entrepreneurship Skills

WRITTEN ASSESSMENT

TIME: 3 HOURS

INSTRUCTIONS TO THE CANDIDATE:

- 1. Read all the instructions carefully before attempting the questions.*
- 2. This paper consists of two sections, A & B.*
- 3. You are allowed 3 Hours to Answer the questions.*
- 4. Marks for each question are indicated in brackets.*
- 5. Write your responses in the Separate Answer booklet provided.*
- 6. Do not write anything on this question paper*

SECTION A (40 MARKS)

Answer ALL questions in this section

1. Successful entrepreneurs possess certain characteristics that enable them to prosper in their business. State **FOUR** such characteristics. (4 marks)
2. As a final-year industrial mechatronics trainee, you are considering starting your own business after graduation. State **FOUR** advantages of engaging in self-employment in the industrial mechatronics field. (4marks)
3. As an industrial mechatronics trainee, you are considering starting a business but have no concrete business idea. Highlight **FOUR** sources that would provide viable business ideas related to industrial mechatronics. (4marks)
4. A good business opportunity is analysed to ensure that it meets the required criteria. List **FOUR** characteristics of a good business opportunity. (4marks)
5. After college you were appointed as the county legal officer. Identify **FOUR** legal aspects that you may advise small businesses to incorporate. (4marks)
6. A business offering industrial mechatronics solutions generally follows a growth cycle. Outline the first **FOUR** stages of a typical business lifecycle for such a business. (4marks)
7. As an industrial mechatronics graduate, you might encounter different types of entrepreneurs. Outline **FOUR** types of entrepreneurs with different approaches to building a business. (4marks)
8. Highlight **FOUR** skills that should be possessed by an entrepreneur. (4 Marks)
9. Sole proprietorship is a common form of business ownership for small-scale industrial mechatronics entrepreneurs. State **FOUR** advantages of this form of ownership for mechatronics businesses. (4marks)
10. Victor and Alice are considering starting a partnership in Kenya to open a small industrial mechatronics solutions company. Outline **FOUR** sources of business finance they could consider to fund their venture. (4marks)

SECTION B-(60MARKS)

Answer any three questions in this section

11. Some entrepreneurship trainees were arguing on the difference between an entrepreneur and a business person.
- Explain **FIVE** differences between a business person and an entrepreneur. (10marks)
 - Wayne, an entrepreneur in Kenya, has started a business that employs many local residents and uses locally sourced materials. Discuss **FIVE** contributions of entrepreneurship to national development, using the Wayne's business as example. (10marks)
12. As a final-year industrial mechatronics trainee aiming to start your own business after graduation,
- Explain **FIVE** key ways you could become an entrepreneur in this field. (10marks)
 - A good business idea in industrial mechatronics may not turn into a successful venture if the opportunity is not properly evaluated. Explain **FIVE** key factors to consider when evaluating business opportunities for viability in the industrial mechatronics industry. (10marks)
13. should be competent; this is because of the key roles and responsibilities that they undertake in their business. Competent entrepreneurs greatly enhance the success of their business.
- Explain **FIVE** roles played by an entrepreneur in their business. (10 marks)
 - Austine wants to start a small sole proprietorship business in Kenya, selling organic fruits and vegetables. He needs to understand the legal and registration procedures using the e-Citizen platform. Outline and explain **FIVE** legal and registration procedures that Austine must follow on the e-Citizen platform to legally establish his sole proprietorship in Kenya. (10 marks)
- 14 a) Motivation is essential to productivity. Discuss **FIVE** objectives of employee welfare in an organization. (10 marks)
- b) Budgeting is an important aspect in planning for acquisition and use of business finance. Explain **FIVE** types of budgets that a business is required to prepare for smooth operation. (10marks)