

PAN AFRICA CHRISTIAN UNIVERSITY

DIPLOMA IN INFORMATION TECHNOLOGY, DIPLOMA IN BUSINESS MANAGEMENT AND DIPLOMA IN ENTREPRENEURSHIP

END OF SEMESTER EXAMINATION

**DEPARTMENT: COMPUTING AND INFORMATION
TECHNOLOGY**

COURSE CODE: DICT 0213 | DENT 0113

COURSE TITLE: ENTREPRENEURSHIP

CAMPUS: ROYSAMBU

EXAM DATE: FRIDAY 6TH DECEMBER ,2024

TIME: 6PM – 9PM

INSTRUCTIONS

- This exam script has **TWO (2)** sections.
- Read all questions carefully before attempting.
- Answer All questions in Section **A** and any other Three questions in Section **B**.
- Write only your **student number** on the answer booklet provided.

SECTION A

(Answer ALL questions in this section)

Question 1:

Rachel and her friend Sam both college students want to start a nail parlor together and are considering either a partnership or a corporation.

- a) Explain TWO differences between a partnership and a corporation type of business

(4Marks)

- b) Giving at least THREE reasons, explain which type of business best suits Rachel and Sam

(6Marks)

SECTION B

(Answer any THREE (3) questions in this section)

Question 2:

Felix and Martin are friends who want to start a catering business. They plan to provide food services at weddings, birthdays, and other special events. Based on their primary market research, Felix believes there is enough demand. Martin has created a business plan showing they need KSh80,000 for a kitchen space and KSh40,000 for cooking equipment. They plan to spend KSh5,000 on promotion, but they can't agree on the best method to use.

- a) Explain TWO possible sources of finance that they could use to obtain the equipment.

(4 Marks)

- b) As an entrepreneur, discuss THREE circumstances you would need to prepare a business plan. (6 Marks)

Question 3:

John has faced multiple setbacks while trying to get his tech startup off the ground, from technical issues to funding shortfalls. However, he remains determined to succeed.

- a) Explain any THREE characteristics that John needs to have as an entrepreneur? (6Marks)
- b) Describe TWO methods that John used to generate his business idea (4 Marks)

Question 4:

Maria has recently become a stay-at-home mom and wants to start a business that allows her to have flexible hours. She is exploring the idea of starting a virtual tutoring business.

- a) Discuss **THREE** reasons why people like Maria might choose to become entrepreneurs. (6 Marks)
- b) Explain **TWO** ways of handling questions from investors after a pitch? (4 Marks)

Question 5:

Sarah recently completed her business degree and is considering launching her own startup. She has always admired well-known entrepreneurs and believes she must have everything perfectly planned out before she can succeed. Sarah has heard some myths about entrepreneurs that are making her hesitant to start her business.

- a) Discuss **TWO** myths that Sarah may have heard about entrepreneurs. (4 Marks)
- b) Explain **THREE** importance of importance of entrepreneurship that will motivate Sarah to start the business (6 Marks)

Question 6:

**PAN AFRICA CHRISTIAN UNIVERSITY
EXAMINATIONS PAPER**



- a) Using examples discuss any **THREE** Day-to-Day Challenges of Growing a Firm
(6

Marks)

- b) Outline **FOUR** characteristics of a good business opportunity **(4Marks)**

EOF