



**BACHELOR OF COMMERCE
BACHELOR OF BUSINESS LEADERSHIP**

END OF TERM EXAMINATION

DEPARTMENT: BUSINESS

COURSE CODE: BUE 3313

COURSE TITLE: SMALL BUSINESS FINANCE

TIME:

INSTRUCTIONS

- This examination script consists of **SIX (6)** questions.
- Read all questions carefully before attempting.
- Question **One** is compulsory and Answer any **Four (4)** questions.
- Write your **student number** on the answer booklet provided.

SECTION A: COMPULSORY

QUESTION ONE

- a) With clear examples, Describe a small enterprise in a Kenyan context (3 Marks)
- b) When it's time to expand your small business, you need a solid financial strategy based on what your immediate and longer-term goals are. Discuss the Two options available for financing adventure (4 Marks)

SECTION B: CHOOSE ANY THREE QUESTIONS

QUESTION TWO

- a) Discuss four factors that a small business owner should consider when evaluating business opportunities (4 Marks)
- b) With relevant examples, describes the key stages in Small Business Cycle (6 Marks)

QUESTION THREE

With an illustration in each case, Discuss the roles of the following institutions in a developing economy like Kenya.

- a) Cooperative Societies (4 Marks)
- b) Merchant Banks (3 Marks)
- c) Pension funds (3 Marks)

QUESTION FOUR

- a) Discuss the key elements of strategic planning of a small business (5 Marks)
- b) Identify five sources of small business ideas in any county (5 Marks)

QUESTION FIVE

- a) Discuss five probable causes of small business failures in east Africa (5 Marks)
- b) Describe five steps of the tendering procedure in Kenya (5 Marks)

QUESTION SIX

- a) Discuss four factors that promote small business enterprises amongst the youth and women (4 Marks)
- b) Describe three legal consideration before starting a small business in Kenya (6 Marks)