



PAC INSTITUTE OF TECHNOLOGY AND SOCIAL STUDIES DECEMBER ASSESSMENT 2025.

FORMATIVE ASSESSMENT

Level : 6

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. As a final-year ICT trainee, you are considering starting your own business after graduation. State **FOUR** advantages of engaging in self-employment in the industrial mechatronics field. (4 marks)
2. 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. (4 marks)
3. A business offering fashion and design solutions generally follows a growth cycle. Outline the first **FOUR** stages of a typical business lifecycle for such a business. (4 marks)
4. After college you were appointed as the county legal officer. Identify **FOUR** legal aspects that you may advise small businesses to incorporate. (4 marks)
5. Highlight **FOUR** skills that should be possessed by an entrepreneur. (4 marks)
6. As an ICT graduate from, you might encounter different types of entrepreneurs. Outline **FOUR** types of entrepreneurs with different approaches to building a business. (4 marks)
7. Peter and Jane are considering starting a partnership in Kenya to open a small ICT company. Outline **FOUR** sources of business finance they could consider to fund their venture. (4 marks)
8. A good business opportunity is analyzed to ensure that it meets the required criteria. List **FOUR** characteristics of a good business opportunity. (4 marks)
9. As an ICT trainee from PAC, 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. (4 marks)
10. Successful entrepreneurs possess certain characteristics that enable them to prosper in their business. State **FOUR** such characteristics. (4 marks)

SECTION B (60 MARKS)

Answer any three the questions in this section

11.

- a) During a discussion, a group of entrepreneurship trainees debated the distinction between a business person and an entrepreneur. Describe **FIVE** key differences between an entrepreneur and a business person. (10marks)
- b) Benedict, a Kenyan entrepreneur, recently launched a venture that not only provides employment to local community members but also relies on locally available raw materials. Using Benedict business as a reference, discuss **FIVE** ways in which entrepreneurship contributes to national development. (10marks)

12.

- a) As a final-year student specializing in industrial mechatronics and intending to venture into self-employment, explain **FIVE** essential steps or approaches you can take to become an entrepreneur in this technical field. (10marks)
- b) Even the most promising business idea in industrial mechatronics can fail without proper assessment. Discuss **FIVE** critical aspects to examine when evaluating the feasibility of a business opportunity in the industrial mechatronics sector. (10mark)

13.

- a) Describe **FIVE** important functions performed by an entrepreneur within their enterprise. (10marks)
- b) Austine plans to establish a small sole proprietorship in Kenya to sell organic fruits and vegetables. To operate legally, he must go through the proper registration process via the e-Citizen platform. Identify and explain **FIVE** key legal and registration steps he needs to complete on the platform to set up his business. (10marks)

14.

- a) Explain **FIVE** types of innovations that can be carried out by a business. (10 marks)
- b) Discuss **FIVE** ways that a human resource officer can use to maintain dialogue in a work place. (10 marks)

