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KIRIRI WOMENS' UNIVERSITY OF SCIENCE AND TECHNOLOGY
UNIVERSITY EXAMINATION, 2020/2021 ACADEMIC YEAR
CERTIFICATE IN PROCUREMENT AND SUPPLIES MANAGEMENT

CPS 024- - ENTREPRENEURSHIP

Date: 16th December, 2020.
Time: 3.00pm – 5.00pm

INSTRUCTIONS TO CANDIDATES

ANSWER QUESTION ONE (COMPULSORY) AND ANY OTHER TWO QUESTIONS

QUESTION ONE (30 MARKS)

- a) Define the following terms:
- i) Entrepreneur (2Marks)
 - ii) Intrapreneur (2 Marks)
 - iii) Technopreneur (2 Marks)
- b) Explain the various types of entrepreneurs. (6 Marks)
- c) Discuss the characteristics of entrepreneurs. (6 Marks)
- d) In order to perform their functions effectively and operate a successful business, entrepreneurs have to perform certain roles. Explain these roles. (6 Marks)
- e) Highlight the technological roles of an entrepreneur. (6 Marks)
- f) Write a short essay on how this unit will benefit you in your future endeavors especially in the business industry. (6 Marks)

QUESTION TWO (20 MARKS)

- a) Shane et al. (2010) identified the motivational influences on entrepreneurship as various factors. Discuss (6 Marks)
- b) According to Holt (1992), the creative process of entrepreneurship comprises of five stages. Discuss (7 Marks)
- c) According to Hamel (1997) in Dess and Lumpkin (2005), innovations come in different forms. Discuss (7 Marks)

QUESTION THREE (20 MARKS)

- a) The business environment is simply the surroundings within which a business exists. The environment of the business exhibits some conditions and characteristics. Discuss. (7 Marks)
- b) Discuss the major external environmental factors of a business. (7Marks)
- c) Identify the five essential phases of successful innovation in business. (6 Marks)

QUESTION FOUR (20 MARKS)

- a) Discuss the non-motivational influences on entrepreneurs. (10 Marks)
- b) Discuss the various sources of finance when it comes to entrepreneurship. (10 Marks)

QUESTION FIVE (20 MARKS)

- a) Elucidate what the external evaluation of a business consists of. (10 Marks)
- b) Discuss what an internal evaluation carried out in a business entail. (10 Marks)