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**UNIVERSITY MAIN EXAMINATIONS
PART TIME EXAMINATIONS
2018/2019 ACADEMIC YEAR**

THIRD YEAR FIRST SEMESTER

FOR THE DEGREE OF BACHELOR OF EDUCATION

COURSE CODE: IRD 305

COURSE TITLE: ENTREPRENEURSHIP

DATE: 6/12/2018

TIME: 8.00AM – 10.00AM

INSTRUCTIONS TO CANDIDATES

Answer Question ONE (compulsory) and ANY OTHER TWO questions

SECTION A

QUESTION ONE

- a) Briefly discuss the factors that explains how entrepreneurs behavior can be influenced (10marks)
- b) Elaborate on the functions of entrepreneurs in the society (10marks)
- c) Outline on some of the merits of entrepreneurs going **GLOBAL?** (5 marks)
- d)
- e) How can entrepreneurial motivations be sustained in an individual? (5 marks)

SECTION B

- 2a) Discuss some of the methods the entrepreneur may use to promote his products (10marks)
- b) Using practical and relevant local examples, discuss the role of entrepreneurship in economic development. (10 marks)
- 3a) What are of the problems that small business enterprises should consider before starting up a business and how can they avoid them? (10marks)
- b) The first few years of business are often unpredictable. Discuss (10marks)
- 4 a) Critically examine the role of a business plan in promoting entrepreneurship among the youths in kenya (10marks)
- b) While being an entrepreneur has many benefit and provide many opportunities. Anyone planning to undertake this way of life should be aware of the potential reasons for Innovation. Discuss some of this reasons. (10marks)
- 5 a) Suppose you wanted to start a venture and you are confronted with choices of an existing business and a new business. Explain how you would benefit from choosing an existing business instead of starting a new business (10 marks)
- b) Discuss various sources of business finance for entrepreneurs and how they can access them (10 marks)