**JOMO KENYATTA UNIVERSITY**

**OF**

**AGRICULTURE AND TECHNOLOGY**

**UNIVERSITY EXAMINATIONS 2017/2018**

**YEAR 1 SEMESTER 1 EXAMINATION FOR THE DEGREE OF BACHELOR OF SCIENCE IN ENTREPRENEURSHIP**

**HEE 2103: ENTREPRENEURIAL COMPETENCIES**

**DATE: JANUARY 2018 TIME: 2 HOURS**

**INSTRUCTIONS: ANSWER QUESTION ONE AND ANY OTHER TWO QUESTIONS**

**QUESTION ONE (30 MARKS)**

1. Define the term; entrepreneurial, competencies, enterprise culture, Entrepreneurial motivation, entrepreneur and leadership skills. [10 marks]
2. Discuss the elements of entrepreneurial competencies. [10 marks]
3. Describe the steps involved in developing entrepreneurial competencies. [10 marks]

**QUESTION TWO (20 MARKS)**

1. Discuss the factors for entrepreneurial motivation. [6 marks]
2. Describe the types of entrepreneurs giving examples as discussed in class. [6 marks]
3. Discuss the challenges of entrepreneurship. [8 marks]

**QUESTION THREE (20 MARKS)**

1. Describe the traits of good entrepreneurs. [9 marks]
2. Describe how entrepreneurs contribute to economic development. [6 marks].
3. Describe the benefits of a well- structured business opportunity. [5 marks]

**QUESTION FOUR (20 MARKS)**

1. A business opportunity requires that the entrepreneur follows some process. Discuss the process. [10marks]
2. Discuss the phases in the growth of a firm, [8 marks]
3. Define the term entrepreneurship. [2 marks]