



**TECHNICAL UNIVERSITY OF MOMBASA**  
***Faculty of Engineering & Technology***  
DEPARTMENT OF COMPUTER SCIENCE & IT

DIPLOMA IN BUSINESS INFORMATION TECHNOLOGY

**BEN 2201: ENTREPRENEURSHIP EDUCATION**

END OF SEMESTER EXAMINATIONS

**SERIES:** APRIL 2016

**TIME:** 2 HOURS

**INSTRUCTIONS:**

- This paper consists of **FIVE** questions.
- Answer question **ONE (Compulsory)** and any other **TWO** questions.
- Do not write on the question paper

***This paper consists of Two printed pages.***

### **QUESTION 1 (Compulsory)**

- a) Define an entrepreneur. **(2 marks)**
- b) If you were to start a business today and you were to source money from a financial institution, how would you go about? **(14 marks)**
- c) Discuss the statement, plan everything and manage your money wisely. **(14 marks)**

### **QUESTION 2**

- a) Clearly explain what is sustainable entrepreneurship. **(2 marks)**
- b) Highlight the characteristics of sustainable entrepreneurship. **(8 marks)**
- c) Highlight the steps to be followed when opening a new business. **(10 marks)**

### **QUESTION 3**

- a) As an entrepreneurs, clearly explain why you have to become a shameless self promoter. **(5 marks)**
- b) Why should every business owner strive to know his her customers? **(5 marks)**
- c) Discuss self employment. **(4 marks)**
- d) How does the income tax department describe a self employed person. **(6 marks)**

### **QUESTION 4**

- a) Clearly discuss the different sources of finance that an entrepreneur would use to start up a business. **(12 marks)**
- b) Clearly discuss the entrepreneurship process. **(8 marks)**

### **QUESTION 5**

- a) Differentiate between a Manager and a leader. **(8 marks)**
- b) Discuss the problems faced when starting up a business. **(12 marks)**