



**THE KENYA POLYTECHNIC UNIVERSITY**  
**COLLEGE**

**DEPARTMENT OF INSTITUTIONAL MANAGEMENT**  
**DIPLOMA IN CLOTHING TECHNOLOGY**  
**END OF YEAR II EXAMINATIONS**  
**NOVEMBER 2007 SERIES**

**ENTREPRENEURSHIP EDUCATION**

**Instructions to Candidates**

*This paper contains three sections: A, B and C.*

*Answer ALL questions in section A, any ONE question from section B and section C is **COMPULSORY**.*

This paper consists of THREE printed pages.

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**SECTION A:****(50marks)*****Answer all questions***

1. Outline five advantages and disadvantages of self employment. (10marks)
2. Explain five contributions of entrepreneurship to national development  
(10marks)
3. Describe five qualities of an entrepreneur. (10marks)
4. Discuss five business skills that an entrepreneur must have in order to start a successful business. (10marks)
5. Discuss five characteristics that make technology appropriate to be used in business. (10marks)

**SECTION B****(20marks)*****Answer one question from this section***

6. You are an upcoming entrepreneur. Write brief notes on how you will deal with the following issues
  - i) Location of your business
  - ii) Competition in business
  - iii) Winning customer confidence
  - iv) Evaluating business environment (20marks)
7. Entrepreneurship is a field that is fully accepted and supported by the government of Kenya. With examples discuss in detail how various sectors mentioned below have supported it.
  - i. Government incentive
  - ii. Ministerial agencies
  - iii. Training programmes
  - iv. Private bodies (20marks)

## **SECTION C**

**(30marks)**

*This section is compulsory. Read the case study carefully and answer the questions that follow.*

8. Charles Opiyo an entrepreneur is the chief executive of his company. He has several other employees that assist him in running the business. Officers from the labor office have visited Charles and would like to discuss with him in detail how he goes about human resource management issues.

a) Put yourself in Charles' shoes and discuss this issue under the following sub-topics:

- i) Recruitment
- ii) Training
- iii) Motivation
- iv) Public relations

**(20marks)**

b) Briefly discuss how Charles can go about evaluating his staff. **(6marks)**

c) Outline four advantages of delegating authority **(4marks)**