



Scott Christian UNIVERSITY

SCHOOL OF PROFESSIONAL STUDIES

BACHELOR OF LEADERSHIP AND MANAGEMENT

UNIT CODE/NAME: BSL 312: ENTREPRENEURSHIP

September – December 2019/2020 End Semester Exam - Time: 2 Hours

Instructions: Answer Question ONE (Compulsory) and any other TWO Questions.

QUESTION ONE

- a) State ten risks of being self-employed. (5 Marks)
- b) Explain the benefits of entrepreneur self-assessment. (5 Marks)
- c) Explain how you can apply Maslow's Human Needs Framework in business opportunity analysis. (5 Marks)
- d) List ten business physical resources you need as an entrepreneur. (5 Marks)
- e) Explain the major forms of business available for an entrepreneur. (3 Marks)
- f) Explain seven sources of finance for an entrepreneurial investment. (7 Marks)

QUESTION TWO

- a) Discuss nine crucial time management tactics for an entrepreneur (9 Marks)
- b) Entrepreneurs normally exhibit unique traits which set them apart from the rest. The majority of those who have stood-out the challenges associated with entrepreneurship are unique in character. Discuss (6 Marks)

QUESTION THREE

- a) Discuss ten tactical functions of an entrepreneur in business. (10 Marks)
- b) Discuss the major reasons for generating business ideas. (5 Marks)

QUESTION FOUR

- a) Discuss how you can protect your business idea(s) from theft. (7 Marks)
- b) Before settling for specific form of business organizations there are a few considerations you have put into account. Discuss. (8 Marks)

QUESTION FIVE

- a) Discuss nine sections of a business plan. (9 Marks)
- b) An entrepreneur may at times have to offer products on credit. However he/she needs to develop a credit policy which must address a few credit guidelines. Discuss. (6 Marks)