



AMREF INTERNATIONAL TRAINING CENTER

Qualification Code : 102106T4COH
Unit Code : HE/OS/CH/CC/05/6/A
Unit of Competency : DEMONSTRATE ENTREPRENEURIAL SKILLS

CANDIDATE WRITTEN ASSESSMENT

INSTRUCTIONS TO CANDIDATE

1. You have **THREE** hours to answer all the questions.
2. Marks for each question are indicated in the brackets.
3. The paper consists of **TWO** sections: A and B.
4. Do not write on the question paper.
5. A separate answer booklet will be provided.

This paper consists of THREE (3) printed pages

Candidates should check the question paper to ascertain that all the pages are printed as indicated.

SECTION A:40 MARKS.

Answer all questions in this section.

1. James is in the process of starting his own chemist shop. State four reasons why he wants to be self-employed. (4 marks)
2. Riziki is sourcing for finances to start a business. She comes to you for advice. Identify four factors she must consider in selecting sources of finances for the business. (4marks)
3. Potential entrepreneurs must always be alert to the opportunities. Outline four (4) problems of starting and operating an enterprise. [4 marks]
4. During career guidance for finalist trainees, they identified a company as the largest form of business organization. Highlight FOUR advantages associated with a Limited company. [4marks]
5. Technology development has an impact on how business affects its performance. Identify four ways in which technology contributes to business growth and development. [4 marks]
6. You are appointed as a manager in one of the leading enterprises in Maji Mazuri. Enumerate FOUR ways you can motivate your employees. [4marks]
7. For the success of an enterprise, one needs to prepare a business plan. Identify FOUR importance of developing a business plan for an organization. [4marks]
8. State four factors to consider before setting up a shop. [4marks]
9. You expect to enter into a self-hair-dressing entity. Express FOUR requirements you are expected to adhere to according to government policy requirements. [4marks]
10. Identify two differences between Entrepreneurship and self-employment. [4marks]

SECTION B:60MARKS

Answer question 11 and any 2 questions in this section.

11. The founder of Urban Scooter envisioned a future where urban residents could easily access electric scooters for short-distance commutes, reducing the reliance on traditional automobiles and contributing to a greener environment. Their goal was to create a seamless and user-friendly platform that encouraged the adoption of eco-friendly transportation alternatives.
- a) Describe the growth process of urban scooters. [12 marks]
 - b) Discuss four challenges the founder might have faced during start-up. [8 marks]
12. Unemployment among Kenyan youth is rampant, yet they have underlying skills that can be utilized to create employment. You have been contracted as an entrepreneurship expert to guide them on how to monetize their skills.
- a) Explain five tips for becoming a successful entrepreneur you will give them. [10marks]
 - b) Discuss five factors impeding the growth of entrepreneurship in Kenya. [10marks]
13. Your friends would like to venture into the market providing goods and services. They came to you to help them differentiate between an entrepreneur and a business person.
- a) Discuss five differences between an entrepreneur and a business person. [10 marks]
 - b) Explain five types of entrepreneurship one can venture in [10 marks]
14. Small and Medium Enterprises (SMEs) have been known to contribute greatly in economic growth of both developed and developing countries. They play a vital role in Kenya's' economy. Discuss TEN ways with examples in which SMEs contribute to the economic development of country. [20marks]