



**AMREF INTERNATIONAL UNIVERSITY
SCHOOL OF MEDICAL SCIENCE
DEPARTMENT OF REHABILITATION MEDICINE
BACHELOR OF SCIENCE IN PHYSIOTHERAPY
END OF SEPT-DECEMBER 2024 TRIMESTER EXAMINATIONS**

UNIT CODE: PHT 412

**UNIT NAME: Entrepreneurship skills for physiotherapist
(Main exam)**

DATE: Thursday/ 12th/ December

TIME: TWO HOURS

START: 6pm STOP : 8pm

INSTRUCTIONS (physical exams)

1. Do not write on this question paper

(Marks and questions distribution as per program curriculum.)

INSTRUCTIONS (Online examinations)

1. This exam is marked out of 70 marks
2. This Examination comprises 3 Sections
3. This online exam shall take 2 Hours
4. Late submission of the answers will not be accepted
5. Ensure your web-camera is on at all times during the examination period
6. No movement is allowed during the examination
7. Idling of your machine for 5 min or more will lead to lock out from the exam
8. The Learning Management System (LMS) has inbuilt integrity checks to detect cheating
9. Any aspect of cheating detected during and or after the exam administration will lead to nullification of your exam
10. In case you have any questions call the invigilator for this exam on Tel. 0705833434 and or the Head of Department on Tel 0720491032
11. For adverse incidences please write an email to: amiu.examinations@amref.ac.ke

Section A. MCQs. Answer All Questions (30 mks)

1. Who is an entrepreneur?
 - A. Someone who invests time and money to start a business.
 - B. Someone who makes a lot of money.
 - C. Someone who takes a risk to make a profit.
 - D. Both A & C.

2. Which of the following attitudes is not generally associated with successful entrepreneurship?
 - A. Competition and co-operation
 - B. Desire to influence others
 - C. Innovation and product improvement
 - D. Status quo in business

3. Which of the following qualities will increase your chance of succeeding as an entrepreneur?
 - A. Risk Orientation
 - B. Determination
 - C. Vision
 - D. All of the above

4. Which of the following is generally associated with successful entrepreneurship?
 - A. Making sure you are directing everything in the enterprise
 - B. Having internal locus of control
 - C. Waiting for credible leads before investing
 - D. Making sure technology is applied to minimum

5. What is the process by which individuals pursue opportunities without resources currently under their control?
 - A. Intrapreneurship
 - B. Entrepreneurship
 - C. Business management
 - D. Innovation

- 6 Richard Cantillon (1730), a French economist, described an entrepreneur as;
 - a) Innovator
 - b) Tolerant risk-taker
 - c) Manager
 - d) Resource mobilizer

7. Successful entrepreneurs are born not made
 - a) True
 - b) False

8. The distinction between an "entrepreneur" and a "small business owner", revolves around:

- A. the risk-taking or re-invention of a business vs. someone who "simply" starts a business or buys an existing one
 - B. they are truly one and the same
 - C. business strategies
 - D. whether the business is an Internet-based one or not
9. Why could you be attracted to entrepreneurship?
- A. The financial rewards.
 - B. A desire to be independent.
 - C. To produce goods
 - D. All the above
10. All of the following are characteristics of the typical entrepreneur except
- a) Confidence in his/her ability to succeed.
 - b) Value of money over achievement.
 - c) Desire for immediate feedback.
 - d) Future orientation..
11. Richard Cantillon coined the term "creative destruction"
- A. True
 - B. False
12. Psychological theories maintain that environmental factors such as values and beliefs influence entrepreneurial behavior.
- a) True
 - b) False
13. Why are small businesses important to a country's economy?
- A. They give an outlet for entrepreneurs.
 - B. They can provide specialist support to larger companies.
 - C. They can be innovators of new products.
 - D. All the above.
14. Which of the following is the reason for business failure?
- A. Lack of market research.
 - B. Poor financial control.
 - C. Poor management.
 - D. All the above.
15. At the initial stage of business development, your sources of funds will come from all except
- A. Merry-go round
 - B. Savings
 - C. Insurance
 - D. Sale of assets

16. What is the purpose of a feasibility study for starting a new venture?
- A. Exploring for potential customers
 - B. Estimate sales
 - C. To understand if there are any barriers to success
 - D. None of the above
17. What are the advantages of Small Scale Enterprises?
- A. They adapt quickly to various factors that play a large part in daily management.
 - B. They are customer-focused
 - C. They are labor-intensive,
 - D. All the above
18. Small Enterprises create employment at low levels of investment per job
- A) True
 - B) False
19. Which of the following is least likely to influence the timing of a new business creation?
- A. Government policies.
 - B. Profitability.
 - C. Consumer expenditure.
 - D. Weather conditions.
20. Which of the following actions relates to creativity?
- A. Development of a new product
 - B. Copy competitor
 - C. Decrease profit
 - D. Increase expenses
21. Which of the following can limit the opportunity for entrepreneurship?
- A. New technological development
 - B. Fear of failure
 - C. Economic expansion
 - D. Growth of cities.
22. As the business grows time management becomes an issue, but the main challenge to an entrepreneur could be
- A. Measuring performance
 - B. Setting goals
 - C. Finding and managing employees
 - D. All the above
23. Entrepreneurs perceive change as
- A. Opportunity
 - B. A problem
 - C. An inevitable situation
 - D. None of the above

24. Entrepreneurs are risk takers
A. True
B. False
25. Entrepreneurship is about renewal
a) True
b) False
26. Who can become an entrepreneur?
A. Only a graduate
B. Only men
C. People above 30 years
D. Anyone
27. Who introduced the 'creative destruction'
A. Joseph Schumpeter
B. J. B Say
C. Adam Smith
D. John Druker
28. Who among the following scholars, was the first to describe the entrepreneur as a resource mobilizer and manager?
A. Adam Smith
B. Richard Cantillon
C. Jean-Baptiste
D. Alfred Johnson
29. A new venture's business plan is important because?
a) It helps to persuade others to commit funding to the venture.
b) Can help demonstrate the viability of the venture.
c) Provides a guide for business activities by defining objectives.
d) All the above.
30. Who should be involved in preparing a firm's business plan?
A. Accountant
B. Engineer
C. Entrepreneur
D. None of the above

SECTION B. ANSWER ANY ALL QUESTIONS (20MKS)

Q31. Identify key qualities of an entrepreneur

(5 marks)

Q32. How would you benefit from the study of the entrepreneurship skills unit? (5 marks)

Q33. What are the key factors one needs to consider when starting a healthcare-related business such as a hospital? (5 marks)

Q34. Explain various challenges facing the healthcare businesses in Kenya (5 marks)

SECTION C. ANSWER ANY TWO QUESTION (20MARKS)

Q.35 Small-scale businesses have several qualities that make them critical to driving economic growth. In light of this statement, describe **five** ways in which healthcare entrepreneurs are contributing to the advancement of healthcare services in Kenya (10 marks)

Q36. Briefly discuss the barriers to creativity and innovation in healthcare delivery (10 marks)

Q37. Discuss sociological theories of entrepreneurship (10 marks)

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