



**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
(Special exams)**

DATE: Day/ Date/ December

TIME: TWO HOURS

START: 0:00 STOP : 0:00

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. ANSWER ALL QUESTIONS (30MKS)

1. New small enterprises owners have which of the following two common motivations?
 - A. Be their own bosses, greater reward potential
 - B. Achieve dependence, less reward potential
 - C. Achieves dependence, become a stakeholder
 - D. Be their own bosses, lower reward potential

2. An entrepreneur is one who
 - A. Is willing to attempt to implement a business concept and then give up if it does not meet immediate expectations.
 - B. Understands the process of developing an idea and does not need to understand what it means to bring that idea to a viable business concept.
 - C. Knows that the concept they are about to develop will result in a profitable business.
 - D. Creates a new business concept for the purpose of achieving profit and growth by assembling the necessary resources to capitalize on identified opportunities.

3. Entrepreneurial opportunities are a particular type of opportunity, which could lead you to create a self-sustaining venture.
 - A. True
 - B. False

4. All business people are entrepreneurs
 - A. True
 - B. False

5. An entrepreneur is a person who is a:
 - A. Risk taker
 - B. Initiator
 - C. A hustler
 - D. All of the above

6. The distinction between an "entrepreneur" and a "small business owner", revolves around:
 - A. Type of business
 - B. Business strategies
 - C. Whether the business is an Internet-based or not
 - D. The risk-taking and invention of a business

7. Sociological theories of entrepreneurship maintain that environmental factors influence entrepreneurial behavior.
 - A. True
 - B. False

8. Joseph Schumpeter (1734), described an entrepreneur as;
 - A. Innovator

- B. Tolerant risk-taker
- C. Manager
- D. Resource mobilize

9. Entrepreneurs are aggressive catalysts for change within the marketplace.

- A. True
- B. False

10. Intrapreneurs operate their own enterprises

- A. True
- B. False

12. Entrepreneurial companies are different from small business companies in that they

- A. Are innovative and growth oriented
- B. Are not creating jobs for themselves but are wealth-driven
- C. Create wealth that is sustainable for future generations to come
- D. All of the above

13. What attributes might make someone more likely to become a successful entrepreneur?

- A. The need for achievement and a high tolerance for ambiguity
- B. Willingness to bear risk and Self-efficacy
- C. Internal locus of control
- D. All of the above

14. This is true of the definition of market in entrepreneurship field

- A. It is where sellers and buyers meet to exchange goods and services
- B. It is the exchange of money between two traders
- C. It is the individual or units with needs and capacity to buy
- D. All the above

15. Entrepreneurs typically possess:

- A. The ability to easily access capital.
- B. A set of unique skills that is usually accompanied by advanced degrees in several areas.
- C. A high level of commitment, tolerance for ambiguity, flexibility and passion.
- D. Specialized technical abilities.

16. Innovation can best be defined as?

- A. The generation of new ideas.
- B. The evolution of new ideas.
- C. The opposite of creativity.
- D. The successful exploitation of new ideas.

17. Which of the following statements is true?

- A. Entrepreneurship is the ability to create and build a vision from practically nothing.
- B. Entrepreneurship is pure luck.
- C. Entrepreneurship is simply obtaining financing and starting a business.

- D. Entrepreneurship has nothing to do with creating incremental wealth.
18. One of the most significant economic developments in recent business history relates to the:
- A. Growth of blue-chip corporations.
 - B. Development of Pacific Rim countries.
 - C. Entrepreneurial spirit.
 - D. Additional employment opportunities offered by government institutions.
19. Entrepreneurial businesses are different from small businesses because?
- A. Are innovative and growth-oriented
 - B. They focus on only one market
 - C. They are owned by one individual
 - D. All of the above
20. Business opportunity relates with
- A. Business possibilities
 - B. Commercially feasible projects
 - C. Risky projects
 - D. Favorable market demand
21. 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.
22. The use of informal networks by entrepreneurs to gather information is known as
- A. Collaboration strategy.
 - B. Entrepreneurial networking.
 - C. Informal parameters.
 - D. Marketing
23. According to Schumpeter, Innovation occurs in the following forms:
- A. 2
 - B. 3
 - C. 4
 - D. 5
24. One of the differences between marketing in a corporate setting and an entrepreneurial one is the reliance by the entrepreneur on personal credibility and skills in persuasive communication.
- A. True
 - B. False
25. What does it take to be creative and innovative in the business?
- A. Time and cash

- B. Education
 - C. Being a risk taker
 - D. Committing more time and energy
26. In a business plan, what does the term “SWOT” stand for?
- A. Strengths, Weaknesses, Opportunities, Threats
 - B. Sales, Workforce, Objectives, Technology
 - C. Strategies, Workflow, Operations, Targets
 - D. Success, Wealth, Objectives, Tactics
27. 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.
28. Who should be involved in preparing a firm’s business plan?
- A. Accountant
 - B. Engineer
 - C. Entrepreneur
 - D. None of the above
29. What is the purpose of an executive summary in a business plan?
- A. Provide an overview of the company’s history
 - B. Detail the company’s long-term objectives
 - C. Summarize the key points of the entire plan
 - D. Highlight the company’s competitive advantages
30. Which of the following interested parties should not have access to your business plan?
- A. Competitors
 - B. Lenders
 - C. Investors
 - D. Supplier

SECTION B. ANSWER ALL QUESTIONS (20 MARKS)

- Q31. Describe the role of Entrepreneurs in the Economy (5 marks)
- Q32. Determine the importance of the theories of entrepreneurship (5 marks)
- Q33. Elaborate on the role of the Government in entrepreneurship development (5 marks)

Q34. Identify five guidelines the entrepreneur can use in choosing an entrepreneurial opportunity
[5 marks]

SECTION C. ANSWER ANY TWO QUESTIONS (20 MARKS)

Q35. Discuss different ways in which entrepreneurs innovate according to Joseph Schumpeter (1934)
(10 marks)

Q36. a) Define the term “Business Plan” [2 Marks]

b) Explain FOUR benefits that an entrepreneur stands to gain from a well prepared business plan.
[8 marks]

Q37. Define the term market and explain the four key marketing strategies in marketing (10 marks)

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