



AMREF INTERNATIONAL UNIVERSITY

SCHOOL OF MEDICAL SCIENCES

DEPARTMENT OF REHABILITATION MEDICINE

BACHELOR OF SCIENCE IN PHYSIOTHERAPY

END OF TRIMESTER MAIN EXAMINATIONS APRIL 2026

UNIT CODE: PHT 422

UNIT NAME: ENTREPRENEURSHIP SKILLS

DATE: 13th APRIL 2026

TIME: 9am-11am

INSTRUCTIONS

1. **All students will have two (2) hours to complete the examination**
2. **Attempt all questions as per the instruction**
3. **It is the student's responsibility to report any page and number missing in this paper.**
4. **Check that the paper is complete**
5. **Total number of pages is 6 including the cover.**
6. **Read through the paper quickly before you start.**

Section A. Answer All Questions (30 mks)

Q1. 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.

Q2. Which of the following attitudes is not generally associated with successful entrepreneurs?

- A. Competition and co-operation
- B. Desire to influence others
- C. Innovation and product improvement
- D. Status quo in business

Q3. Which of the following quality will increase your chance of succeeding as an entrepreneur?

- A. Risk Orientation
- B. Determination
- C. Vision
- D. All of the above

Q4. 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

Q5. What is the process by which individuals pursue opportunities without resources currently under their control?

- A. Intrapreneurship
- B. Entrepreneurship
- C. Business management
- D. Innovation

Q6 Richard Cantillon (1730), a French economist, described an entrepreneur as;

- A) Innovator
- B) Tolerant risk-taker
- C) Manager
- D) Resource mobilizer

Q7. Successful entrepreneurs are born not made

- A) True
- B) False

Q8. The distinction between an "entrepreneur" and a "small business owner", revolves around:

- A. the risk-taking and innovation
- B. they are truly one and the same
- C. business strategies
- D. whether the business is an Internet-based one or not

Q9. 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

Q10. 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.

Q11. Richard Cantillon is associated "creative destruction"

- A. True
- B. False

Q12. Psychological theories maintain that environmental factors such as values and beliefs influence entrepreneurial behavior.

- a) True
- b) False

Q13. Why are small businesses important to national development?

- 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.

Q14. Which of the following is the reason for failure of small business?

- A. Lack of market research.
- B. Poor financial control.
- C. Poor management.
- D. All the above.

Q15. At the initial stage of business development, your sources of funds will come from all except

- A. Merry-go round
- B. Savings
- C. Banks
- D. Sale of assets

- Q16. What is the purpose of a feasibility study for 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
- Q17. What are the advantage of small scale businesses?
- A. They adapt quickly
 - B. They are customer-focused
 - C. They are less labor intensive
 - D. A and B only
- Q18. Small Enterprises create employment at low levels of investment per job
- A) True
 - B) False
- Q19. 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.
- Q20. Which of the following actions relates to creativity?
- A. Development of a new product
 - B. Copying competitors
 - C. Decrease profit
 - D. Increase expenses
- Q21. 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.
- Q22. 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
- Q23. Entrepreneurs perceive change as
- A. Opportunity
 - B. A problem
 - C. An inevitable situation
 - D. None of the above

- Q24. Entrepreneurs are;
A. Risk takers
B. Calculated risk takers
- Q25. Entrepreneurship is about;
A) Renewal
B) Making money
- Q 26. Who can become an entrepreneur?
A. Only a graduate
B. Only men
C. People above 30 years
D. Anyone
- Q 27. Who described an entrepreneur as an Innovator?
A. Joseph Schumpeter
B. J. B Say
C. Adam Smith
D. John Druker
- Q28. Who among the following scholars, was the first to describe an entrepreneur as a resource mobilizer and manager?
A. Adam Smith
B. Richard Cantillon
C. Jean-Baptiste
D. Alfred Johnson
- Q29. 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.
- Q30. Who should be involved in preparing a firm's business plan?
A. Accountant
B. Engineer
C. Entrepreneur
D. All the above

SECTION B. ANSWER ANY ALL QUESTIONS (20MKS)

- Q31. Identify key qualities of an entrepreneur (5 marks)
- Q32. Explain how studying entrepreneurship can benefit you (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 ONE QUESTION (20MKS)

Q.37 Small-scale businesses have several qualities that make them critical to driving economic growth. In light of this statement, discuss ways in which healthcare entrepreneurs are contributing to the advancement of healthcare services in Kenya

(20 mks)

Q38. Briefly discuss the barriers to creativity and innovation in healthcare delivery

(20 mks)

Q39 Discuss sociological theories of entrepreneurship

(20 mks)

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