



**SCHOOL OF PUBLIC HEALTH  
DEPARTMENT OF COMMUNITY HEALTH  
BACHELOR OF SCIENCE IN COMMUNITY HEALTH  
END OF SEMESTER EXAMINATION AUGUST 2025**

**UNIT CODE:** CHP 216  
**UNIT NAME:** Community Entrepreneurship  
**TIME:** TWO Hours

**Semester/Module: SEM III/2025**

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**INSTRUCTION**

1. Time; 2 hours
2. Answer all questions in sections one and two
3. Answer any One Question in section III

**SECTION ONE: Answer all questions**

1. Which of the following statements best describe entrepreneurship?
  - a) A process that requires setting up a business.
  - b) Taking a significant risk in a business context.
  - c) A process involving innovation, new products or services, and value creation.
  - d) Having a strong vision.

**2 Marks**

2. Identify which among the reasons given below could provide an individual with the motivation to start a new business venture
  - a) The financial rewards.
  - b) Risk taking
  - c) A desire to be independent.

d) All the above.

**2 Marks**

3. An entrepreneur who owns more than one business at a time is called?

- a) An intrapreneur.
- b) A portfolio entrepreneur.
- c) A corporate entrepreneur.
- d) None of the above.

**2 Marks**

4. An innovation can best be defined as?

- a) The generation of new ideas.
- b) The evolution of new ideas.
- c) The successful exploitation of new ideas
- d) The opposite of creativity.

**2 Marks**

5. A business arrangement where one party allows another party to use a business name and sell its products or services is known as.

- a) A franchise.
- b) A cooperative.
- c) An owner-manager business
- d) A limited company.

**2 Marks**

6. Which of the following is least likely to influence the timing of new business births?

- a) Government policies.
- b) Profitability.
- c) Weather conditions.
- d) Consumer expenditure.

**2 Marks**

7. Which of the following is not an aspect of appraisal of term loans by commercial banks?

- a) Financial feasibility.
- b) Societal feasibility.
- c) Technical feasibility.
- d) Economic feasibility.

**2 Marks**

8. Which of the following is a characteristic typical of most entrepreneurs?

- a) Choose high risk ventures.

- b) Choose low risk ventures.
- c) Choose no risk ventures.
- d) Choose moderate and calculated risk ventures.

**2 Marks**

9. Every entrepreneur should draw a... for his project to ensure the timely completion of all activities involved in setting up an enterprise.

- a) Implementation plan
- b) Cost structure
- c) Market structure
- d) Production structure

**2 Marks**

10. What is the role of a business angel?

- a) To provide small business advice.
- b) To set up a franchise business and provide foresight about the future of business.
- c) To provide capital for business development in exchange for a stake in the business ownership.
- d) To assist an entrepreneur to open a lifestyle business.

**2 Marks**

**SECTION TWO: Answer all questions**

**Topex Physiotherapy Clinic Dilemma**

The thought of quitting the market was the only option that Mr. Omusese was faced with after making consistent losses at his solely owned Topex Physiotherapy Clinic. He could not conceive the speed at which Topex, a company that he had nurtured over the years was collapsing under his watch. "How can these newly sprouting physiotherapy clinics take over all our clients that we have always had over the years?" Mr. Omusese exclaimed in disbelief. Mr. Omusese could not comprehend how the neighboring physiotherapy clinics could process the patient bills and had them shared to finance unit real time. He watched in disbelief as the clients from the upcoming clinics in the neighborhood booked for their physio sessions online, and also paid their bills online. A majority of clients complained that at Topex Clinic, the customer service was wanting, but the management dismissed these as allegations. Many customers complained of cancellation of clinic appointments without prior notice, and irregular scheduling of specialized physiotherapy sessions. The chief operating officer for the Clinic, Mr. Omutata; a 22-year-old son to Mr. Omusese, who had just graduated with a Diploma in Physiotherapy had complained that Topex Clinic had poor structures and that they had opened very many outlets in the recent past without proper scanning of the environment. He also noted that they operated so many other unrelated businesses and

the staff get transferred from one business to another without considering their capacities. “Our business model is wrong, though it has worked in the past, times have changed! We must develop a strategic plan and adopt a new strategic direction otherwise we will be completely out of business” Mr. Omutata lamented.

### Question One

- a. Identify the shortcomings of Mr. Omusese as an entrepreneur  
**5 marks**
- b. Based on your entrepreneurship knowledge, the board of Topex Physiotherapy clinic has recruited you as the new general manager for the clinic. Discuss the strategies that you will put in place order to turn around the business.  
**10 marks**

### Question two

You have been invited for a workshop of a graduating class of BSc in Physiotherapy with a request to address them on the topic;

“How to start and operate a sustainable physiotherapy enterprise, the dos and the don’ts”

Describe to the participants how they could start their clinics, from start up to scale up, including a schedule of activities, for the 1<sup>st</sup> year of this business.

**15 Marks**

### **SECTION THREE: Answer any one question**

#### Question three

- a. Explain the role of small businesses in a developing economy  
**10 marks**
- b. “Although many Universities are teaching entrepreneurship and Business education, this initiative has not succeeded in making entrepreneurs”  
Critique the statement  
**10 marks**

#### Question four

- a. Discuss the different stages of growth for small business by clearly showing their characteristics, challenges and how these challenges should be resolved.  
**10 Marks**
- b. Compare and contrast internal and external locus of control as dimensions which shape entrepreneur characteristics.  
**10 marks**