



**AMREF INTERNATIONAL UNIVERSITY**  
**SCHOOL OF MEDICAL SCIENCES**  
**DEPARTMENT OF REHABILITATION MEDICINE**  
**BACHELOR OF SCIENCE IN PHYSIOTHERAPY**

**END OF TRIMESTER EXAMINATIONS JANUARY TO APRIL 2025**

**UNIT CODE: PHT 422**

**UNIT NAME: ENTREPRENEURSHIP SKILLS (Special exam)**

**DATE: 17th APRIL 2025**

**TIME: 9am-11am**

**INSTRUCTIONS**

- 1. All students will have two (2) hours to complete the examination**
- 2. This is an online exam, 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.**
- 7. Upon finishing the exam paper, on submission, the message 'Your examination has been submitted' will appear.**

**TOTAL: \_\_\_\_\_/70**

**PERCENT: \_\_\_\_\_/100%**

**POINTS EARNED TOWARDS FINAL GRADE \_\_\_\_\_/70**

**Section A. Multiple choice questions. Answer all the questions (30 Marks)**

- Q1. What is the primary focus of an entrepreneur?
- A. Identifying and exploiting opportunities.
  - B. Organizing resources.
  - C. Managing resources.
  - D. Risk-taking, innovating, and opportunity exploitation.
- Q2. What is a defining characteristic of a "business opportunity"?
- A. The idea must be unattractive.
  - B. It must generate profit.
  - C. The idea must be well-known.
  - D. There is no market scope.
- Q3. What is the definition of "Innovation" within a business context?
- A. The process of generating ideas.
  - B. Transferring creative ideas into useful applications.
  - C. The process of generating revenue.
  - D. The process of reducing resources.
- Q4. What describes the role of creativity in entrepreneurship?
- A. The primary ingredient for business success.
  - B. The seed which inspires entrepreneurship.
  - C. The process of managing a business.
  - D. Irrelevant to entrepreneurship.
- Q5. What is the main focus of entrepreneurs?
- A. Minimizing risk.
  - B. Identifying, organizing, and managing resources.
  - C. Exploiting opportunities.
  - D. All of the above.
- Q6. What is the key factor that makes a business opportunity attractive?
- A. The level of market demand.
  - B. The business's ability to generate profits.
  - C. The market scope/demand.
  - D. All of the above.
- Q7. What is the primary role of an intrapreneur?
- A. To develop innovative ideas/projects within a company.
  - B. To lead a team.
  - C. To manage existing company resources.
  - D. To identify opportunities outside of the company.
- Q8. What is the purpose of innovation in a business context?

- A. To generate new ideas.
- B. To add value to a product or service.
- C. To eliminate competition.
- D. To sell products.

Q9. What does "Creativity" in entrepreneurship often result in?

- A. Risk
- B. New products, services, or processes.
- C. Competition
- D. Business failure

Q10. What is the core element that drives entrepreneurship?

- A. Following established business practices.
- B. Risk avoidance.
- C. Creative ideas.
- D. Employee Management.

Q11. What is the purpose of combining resources in new ways?

- A. Generate revenue.
- B. To provide value to society.
- C. To compete.
- D. To make decisions.

Q12. What was one of the key recommendations of the ILO report regarding the informal sector in Kenya?

- A. Increase taxes on informal businesses
- B. Promote employment through the informal sector
- C. Decrease government funding for small enterprises
- D. Limit the size of informal businesses

Q13. The Sessional Paper No. 2 of 1992 officially recognized which sector as a major player in national development?

- A. Agricultural sector
- B. Tourism sector
- C. Small Enterprise and Jua Kali sector
- D. Large-scale industrial sector

Q14. According to the Sessional Paper No. 2 of 1992, how many employees does a micro or small enterprise employ?

- A. 1-10 employees
- B. 1-49 employees
- C. 50-100 employees
- D. 10-100 employees

Q15. Which of the following strategies has the government implemented to promote the small enterprise sector?

- A. Imposing higher taxes on small businesses
- B. Building jua kali sheds in major towns
- C. Restricting access to credit for SMEs
- D. Eliminating trade shows and exhibitions

Q16. What role does the Investment Promotion Center (IPC) play in supporting small businesses in Kenya?

- A. Providing tax breaks for large corporations
- B. Helping small businesses with marketing, procurement, and investment
- C. Limiting access to government tenders
- D. Monitoring international competition

Q17. What is a key target of the government's latest policy aiming to industrialize Kenya by 2030?

- A. Reducing the number of SMEs
- B. Eliminating government tenders
- C. Promoting the role of small enterprises as economic pillars
- D. Centralizing business operations in Nairobi

Q18. Which sector receives a significant portion of government tenders according to the policies established to support entrepreneurship in Kenya?

- A. Industrial sector
- B. Youth sector
- C. Women's sector
- D. Both B and C

Q19. Why is entrepreneurship beneficial for medical students in terms of healthcare innovation?

- A. It teaches how to use existing technologies only.
- B. It encourages innovative thinking to solve unmet healthcare needs.
- C. It focuses only on financial aspects of healthcare.
- D. It helps students become clinical doctors.

Q20. What skills are fostered by studying entrepreneurship that are useful in clinical practice?

- A. Only technical skills.
- B. Problem-solving skills, critical thinking, and leadership skills.
- C. Only patient interaction skills.
- D. It is not helpful.

Q21. Beyond traditional clinical roles, what career paths can entrepreneurship knowledge open for medical students?

- A. Only become a clinician.
- B. They can only work for the government.
- C. Health tech startups, healthcare consulting, hospital administration, etc.
- D. They cannot have other career paths.

Q22. What financial skills are acquired through entrepreneurship education, crucial for future physicians?

- A. Only clinical skills.
- B. Funding, budgeting, and financial management.
- C. To spend money.
- D. Only business skills.

Q23. Which theory emphasizes that entrepreneurs have inborn characteristics that motivate them?

- A. Economic Theory
- B. Sociological Theory
- C. Psychological Theory
- D. None of the above.

Q24. According to the economic theory, what are the key determinants of entrepreneurial behavior?

- A. Social factors
- B. Economic factors/incentives
- C. Psychological factors
- D. None of the above

Q25. What does McClelland's psychological theory attribute entrepreneurial behavior to?

- A. External locus of control
- B. High need for achievement
- C. Aversion to risk
- D. Low need for achievement

Q26. What is the first step in the creative process?

- A. Illumination
- B. Incubation
- C. Preparation
- D. Verification

Q27. What does the Vision and Mission Statement section of a business plan primarily describe?

- A. The financial needs of the business.
- B. The company's operating procedures.
- C. The business's strategies and philosophy to achieve its goals.
- D. The marketing analysis.

Q28. What information should be included in the Company Overview section of a business plan?

- A. The marketing strategies and financial projections.
- B. The type of business, objectives, location, market, and legal structure.
- C. The operating facilities and equipment.
- D. The resumes of the management team.

Q29. Why is the quality of the management team considered key to the success of a business, as indicated in the Management Plan section?

- A. Investors do not want to deal with managers.
- B. Investors want to know the skills and experience of key personnel.
- C. The team is only needed to raise capital.
- D. The team is responsible for manufacturing.

Q30 Which of the following is NOT typically found in the Financial Plan section of a business plan?

- A. Profit and Loss Account
- B. Balance Sheet
- C. The company's mission and vision statement
- D. Cash Flow Statement

**SECTION B. ANSWER ALL QUESTIONS (20 Marks)**

Q31. What are the characteristics of a business opportunity? (5marks)

Q32. Give five reasons as to why majority of start-up businesses fail within the first three years of their existence (5 Marks)

Q33. Identify the strategies the government of Kenya is using promoting the small and medium enterprise sector (5 Marks)

Q34. What features should the management section of a business plan contain? (5marks)

**SECTION C ANSWER ALL QUESTION (20 MAKS)**

Q35. Discuss why innovation is important to the growth and development of a business (10marks)

Q36. Describe five ways in which your community benefits from entrepreneurship (10marks)