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LEVEL 6

Demonstrate Entrepreneurial Skills

November/December 2025

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TVET CURRICULUM DEVELOPMENT, ASSESSMENT AND CERTIFICATION COUNCIL (TVET CDACC)

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WRITTEN ASSESSMENT

TIME: 3 HOURS

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INSTRUCTIONS TO CANDIDATES

1. The paper consists of **TWO** sections: **A** and **B**.
2. Answer **ALL** questions in section A.
3. Answer question **ELEVEN (11)** and any other **TWO (2)** questions in section **B**.
4. Marks for each question are indicated in the brackets.
5. Candidates are provided with a separate answer booklet.
6. **DO NOT** write on this question paper.

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This paper consists of FOUR (4) printed pages

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Candidates should check the question paper to ascertain that all pages are printed as indicated and that no questions are missing

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SECTION A (40 MARKS)

Answer all the questions in this section.

1. Justus is intending to start a business but is not familiar with the various forms of business. List FOUR forms of business ownership he can engage in. (4 Marks)
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2. During the growth of a business, one may need to borrow finances in order to meet capital requirements. Identify FOUR factors to consider when selecting a source of business finance. (4 Marks)
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3. There is usually a need to compile a summary on how the business has performed financially. State FOUR importance of preparing financial records. (4 Marks)
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4. Motivation is important in enhancing employees' performance. Mention FOUR methods that can be used by a business manager to motivate employees. (4 Marks)
5. After compiling a business plan, one is required to prepare an executive summary. Highlight FOUR components of an executive summary. (4 Marks)
6. There are inner forces that encourage an individual to become an entrepreneur. Identify FOUR internal forces that encourage one to become an entrepreneur. (4 Marks)
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7. Many businesses ensure that they gain a competitive advantage in order to thrive in their operations. List FOUR ways of achieving a competitive advantage in a business. (4 Marks)
8. Debt financing is a source of funds that are borrowed and one is required to repay back. Identify FOUR sources of debt financing. (4 Marks)
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9. Distribution channels are the routes products take from the manufacturer to the consumer. Highlight FOUR factors to consider when selecting a product distribution channel. (4 Marks)
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10. Ann was advised to establish a company due to the benefits associated with it. Identify FOUR advantages she will derive from establishing of a company. (4 Marks)
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SECTION B (60 MARKS)

Answer question 11 and any other two questions in this section.

11. Kathonzweni Women Group was founded in 2010, started as a small organization of farmers in eastern Kenya. Over the years, it has expanded its operations to various regions across the country, engaging in diverse agricultural activities such as basket making, dairy farming, and bee keeping. The organization has also ventured into agro-processing, adding value to its members' produce and generating additional revenue. All these it has done while embracing the use of a business plan

- Identify the form of business illustrated in the above case study. (2 Marks)
- Highlight FOUR reasons why Kathonzweni Women decided to expand their business operations. (8 Marks)
- Identify FIVE factors that contributed to the growth of the business. (5 Marks)
- Highlight FIVE importances of adopting innovation in their business. (5 Marks)

12.

- Ayub is carrying out research on forms of business ownership and identified partnership as the most appropriate form of business. Explain FIVE advantages of partnership that he identified. (10 Marks)
- For a business owner to retain workers, he should be aware of their needs so as to make them feel appreciated. Discuss the FIVE stages of hierarchy of needs according to Maslow's theory of motivation. (10 Marks)

13.

- Ateko had approached some investors with the aim of convincing them to invest in his business and they requested him to submit a business plan to assist them in making a decision. Explain FIVE importances of preparing a business plan when approaching investors. (10 Marks)
- The Kenyan government is interested in promoting entrepreneurial growth due to its contribution to the nation. Discuss FIVE contributions of entrepreneurship in national development. (10 Marks)

14. Wamuyu is a young entrepreneur has recently launched her own business and understand the importance of networking; she also realised that establishing a successful business require one to develop a viable product. In line with the above case.

- Explain FIVE advantages of networking that she will obtain in her business. (10 Marks)

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- b. Explain FIVE characteristics she should consider when developing the product to ensure that it's viable. (10 Marks)

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