



PAN AFRICA CHRISTIAN UNIVERSITY
SCHOOL OF LEADERSHIP, BUSINESS AND TECHNOLOGY
END OF SEMESTER EXAMINATION FOR THE DEGREE OF
MASTER OF BUSINESS ADMINISTRATION
DECEMBER 2018 EXAMINATIONS

CAMPUS: ROYSAMBU

DEPARTMENT: BUSINESS STUDIES

COURSE CODE: MBA508

COURSE TITLE: ENTREPRENEURSHIP

EXAM DATE: MONDAY 3RD DECEMBER 2018

DURATION: 3 HOURS

TIME: 4:00PM-7:00PM

MODE: ONLINE

INSTRUCTIONS

- Read the instructions and questions carefully before you write the answers.
- **ANSWER ANY FOUR QUESTIONS**
- *Write clearly and legibly.*
- *ALL PAC University's examination rules and regulations apply*

PAC UNIVERSITY

COURSE CODE: *MBA 508*

COURSE TITLE: *Entrepreneurship*

EXAM- ONLINE.

QUESTION ONE:

“Entrepreneurs are individuals motivated by a will for power, special characteristics being an inherent capacity to select correct answers, energy, will and mind to overcome fixed talents of thoughts, and a capacity to withstand social opposition”. Discuss
(10Mks)

QUESTION TWO

The entrepreneur has been broadly classified according to the types of business, use of professional skill, motivation, growth and stages of development. Discuss five classifications of entrepreneurs **(10Mks)**

QUESTION THREE

One of the biggest obstacles to the creative process in entrepreneurship is ego. Successful teams understand it takes many people, groups, and organizations for an idea to become a reality. As a Masters student at PAC University, advice an entrepreneur on some tips of how to overcome the ego challenge so as to become successful in a team of innovators **(10Mks)**

QUESTION FOUR

As a business grows, pitching becomes increasingly important. As the business seeks investors, new clients, or even new employees, a business owner must repeatedly reveal details about the company to others. Discuss with relevant examples methods used by companies to protect a business idea **(10 Mks)**

QUESTION FIVE

In today’s global competitive environment, any business, large or small, that is not thinking and acting strategically is extremely vulnerable. Discuss **(10Mks)**

QUESTION SIX

Entrepreneurial development (EDP) is a process in which persons are injected with motivational drives of achievement and in sight to tackle uncertain and risky situations especially in business undertakings. The process of entrepreneurial development focuses on training, education, reorientation and creation of conducive and healthy environment for the growth of enterprises. Discuss the objectives of EDP. **(10Mks)**