***Instructions***

* ***Answer all questions.***
* **Question One**
* Explain the meaning of the following terms as used in entrepreneurship. **(10 marks)**

1. Technopreneurship - Technopreneurship is a method of merging technological expertise with entrepreneurship skills
2. Intellectual property - is a category of property that includes intangible creations of the human intellect.

* Corporate entrepreneurship - a process used to develop new businesses, products, services or processes inside of an existing organization to create value and generate new revenue growth through entrepreneurial thought and action.

1. Innovation - is production or adoption, assimilation, and exploitation of a value-added novelty in economic and social spheres; renewal and enlargement of products, services, and markets; development of new methods of production; and the establishment of new management systems.
2. Idea feasibility assessment - involves the gathering and analyzing of information to find out if the business idea is good or not to determine if the proposed business idea is something that you can implement based on resources you can access and whether you can be competitive in the market.

* With reference to any communities of your choice, outline the main social-cultural factors that have had a negative impact on the growth of entrepreneurship in Kenya. **(5marks)**
* All potential entrepreneurs are advised to screen their business ideas even though it might be their best choice. Explain with relevant examples the main factors that an entrepreneur should put on focus when screening their business ideas.                                           **(5marks)**

**Question Two**

* Explain the significance of a marketing plan as a major component in business planning. **(10 marks**)
* One of the main reasons for business failure is poor record keeping. Outline five main reasons why many businesses do not keep proper records of their businesses.        **(10 marks)**

**Question Three**

1. Briefly explain the Schumpeterian theory on entrepreneurship**. (5 marks)**
2. Outline five main factors that have been motivating youths and women to venture into business activities lately. **(10 marks)**

* Highlight five main sources of business ideas for potential entrepreneurs. **(5 marks**)

**Question Four**

* Entrepreneurship is key to the creation of wealth in any economy. Highlight ten areas that which entrepreneurship is contributing to our natural development.     **(10marks)**
* Discuss the main problems that small-scale businesses have been facing in Kenya and suggest possible ways of solving these problems. **(10marks)**

**Question Five**

* In relation to entrepreneurship, Explain

1. Maslows hierarchy of need theory **(8 marks)**
2. Me Clelland's theory of motivation. **(6marks)**

* Highlight five key functions of entrepreneurs in one society. **(6marks)**