

## SECTION A (40 Marks)

### Question One

- a. Enumerate at least four common characteristics of successful entrepreneur and then briefly discuss them.
- b. State the factors affecting entrepreneurial competence [4 Marks]
- c. Does family background have major impact in building success entrepreneur? [2 Marks]

### Question Two

- a. There are some external factors that influence entrepreneur success, itemize four factors that influence entrepreneur. [4 Marks]
  - b. With vivid examples, elaborate two factors that influence entrepreneur [2 Marks]
  - c. Compare and contrast differences between self-employment and being employed [2 Marks]
- [6 Marks]

### Question Three

- a. Who is an entrepreneur? [2 Marks]
- b. Mention four common theme that have gained consensus among researchers in the definition entrepreneurship [4 Marks]
- c. Differentiate between manager and entrepreneur, elaborate answer with realistic examples [4 Marks]

### Question Four

- a. Define idea as stated in entrepreneurship [2 Marks]
- b. Where an idea comes from? [3 Marks]
- c. How new ideas can be generated [3 Marks]

- d. Write down the internal source and external source that we can use to get fund for entrepreneurship. [2 Marks]

## SECTION B (60 Marks)

### Question Five

Read the following scenario and then answer questions that follow:

*Furahisha & Daughters Company (FDC) Ltd is a partnership structured business owned by three family members. Main revenue stream for the company is sales of furniture to government employees on cash or credit. The company recruits and maintains over 20 staff members as well as sales agents distributed in five zones in the country.*

- a. Explain briefly the term “contract” and why needed in the context of FDC Ltd. [2 Marks]
- b. List and describe three types of contracts that FDC Ltd may have entered with its staff, agents or customers. [6 Marks]
- c. In each type of contract listed in 5(b), briefly explain one mitigation measures associated to contractual risks. [6 Marks]
- d. List and briefly reflect on three mechanisms of resolution that may be employed by FDC Ltd should the partners engage with conflicting decisions. [6 Marks]

### **Question Six**

Global challenges such as climate change, population growth, and urbanizations are also providing opportunities for creating and running entrepreneurial business processes.

- a. List and briefly describe the basic characteristics of common business processes  
[6 Marks]
- b. In each of the business process listed in (a) above, explain briefly how local and regional financing opportunities can benefit a fresh ICT graduate from the University of Dodoma.  
[9 Marks]
- c. As for (b) above, explain briefly how Porter's Five Forces (PFF) can help in understanding the competition landscape in pursuing any of the business processes.  
[5 Marks]

### **Question Seven**

- a. Explain briefly 'care to ecology and Environment' as a social responsibility of an entrepreneur  
[4 Marks]
- b. Explain any three types of resources that have to be considered by an entrepreneur while setting up a small-scale enterprise  
[6 Marks]
- c. Discuss with the help of examples in your society, the challenges that hinder the development of female entrepreneurs and how you will assist to overcome them  
[10 Marks]

### **Question Eight**

- a. Why are leaders of strategic importance?  
[5 Marks]
- b. How different are leaders from managers, and does it matter?  
[5 Marks]
- c. What benefits and problems might having two chief executives present to developing and implementing a growth strategy?  
[10 Marks]