



EAST

MODERATED

FINAL EXAMINATION

SCHOOL OF BIBLE AND THEOLOGY

BURUBURU CAMPUS

FIRST SEMESTER, 2025/2026 ACADEMIC YEAR

EXAMINATION FOR ENTREPRENEURSHIP

LEVEL: DEGREE

UCC 211: ENTREPRENEURSHIP (FORM A)

STREAM:

TIME: 2 HOURS

EXAMINATION SESSION: NOV/DEC

YEAR: 2025/26/1

DAY []

DATE: []

INSTRUCTIONS:

1. Attempt ALL the questions in **Section A**
 2. Attempt any **Two** questions in **Section B**
 3. The entire exam is worth forty (40) marks.
 4. Write **ONLY** on the space provided on the answer sheet or as otherwise instructed.
 5. Where necessary Show your working clearly.
 6. Do **NOT** attempt to access any library, online (audio, video, digital or electronic) or paper-based (written), sources for your answers unless this is clearly advised in the Question.
 7. The camera must be on throughout the exam period.
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SECTION A (20 Marks) – ATTEMPT ALL THE QUESTIONS

Question One

- 1.a). Describe entrepreneurship (2 marks)
 - b). Outline entrepreneurship evolution from the industrial era to the digital age(8mks)
2. a). Describe budgeting and discuss its importance in entrepreneurship (4 marks)
 - b). Analyse two consequences of poor budgeting in a business. (6 marks)

SECTION B (20 Marks) – ATTEMPT ANY TWO QUESTIONS, EACH QUESTION IS WORTH 10 MARKS)

Question Two

- a) Describe Emotional Intelligence and discuss its importance in entrepreneurial decision-making and relationship management (4 marks)
- b) Discuss three ways in which Emotional Intelligence enhances entrepreneurial success (6 marks)

Question Three

- a) Describe the term 'Starting a Business' and discuss the key considerations an entrepreneur should make before launching a new venture. (4 marks)
- b) Discuss three major steps involved in starting a business, highlighting how each step contributes to establishing a strong foundation for entrepreneurial success. (6 marks)

Question Four

- a). Explain why an effective pitch is critical for securing funding for a new glossary shop in Nairobi. (4 marks)
- b). Identify three key components to include in the pitch to a local sacco and describe how each component strengthens the pitch, including one specific example per component relevant to a glossary shop. (6 marks)

Question Five

- a) Explain how entrepreneurs can leverage cultural diversity and social values to create inclusive business ventures (5 marks)

- b) Discuss the role of innovation in promoting sustainable entrepreneurship within contemporary cultural and social contexts (5 marks)

END



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SECTION A (20 Marks) – ATTEMPT ALL THE QUESTIONS

Question One

- 1.a). Describe entrepreneurship (2 marks)
 - b). Outline entrepreneurship evolution from the industrial era to the digital age(8mks)
2. a). Describe budgeting and discuss its importance in entrepreneurship (4 marks)
 - b). Identify and explain two consequences of poor budgeting in a business (6Mks)

SECTION B (20 Marks) – ATTEMPT ANY TWO QUESTIONS, EACH QUESTION IS WORTH 10 MARKS)

Question Two

- a). Describe Corporate Social Responsibility (CSR), outlining its role in the sustainability of an enterprise (4 marks)
- b). Describe challenges organizations face in implementing CSR programs. (8Mks)

Question Three

- a) Explain the concept of funding strategies in entrepreneurship and their importance in business development. (5 marks)
- b) Discuss how different sources of financing can be utilized to support business startup, growth, and sustainability. (5 marks)

Question Four

- a). Explain why an effective pitch is critical for securing funding for a new glossary shop in Nairobi. (4 marks)
- b). Identify three key components to include in the pitch to a local sacco and describe how each component strengthens the pitch, including one specific example per component relevant to a glossary shop. (6 marks)

Question Five

- a) Explain how entrepreneurship can help address contemporary cultural and social issues within the local context. (5 marks)

- b) Discuss how local entrepreneurs can integrate community values, traditions, and innovation to promote inclusive and sustainable development. (5 marks)

END