

NATIONAL UNIVERSITY OF SCIENCE AND TECHNOLOGY

FACULTY OF COMMERCE

DEPARTMENT OF BUSINESS MANAGEMENT

ENTREPRENEURSHIP: CBU 4109

FINAL EXAMINATION – APRIL 2009

TIME ALLOWED: 3 HOURS

INSTRUCTIONS TO CANDIDATES

- (i) Answer **ALL** questions in Section A and any three (**3**) questions from Section B.
- (ii) Questions may be written in any order.
- (iii) Use relevant examples as much as possible.

SECTION A: COMPULSORY

Case Study Ms RAKU. Extracted from “**Structure In Fives**” by Henry Mintzberg

QUESTION 1

- (a) As an entrepreneur Ms Raku had to be multi-skilled. What functions did she do, over the years, in the following areas?
 - Marketing
 - Human resources
 - Finance **[10 Marks]**

- (b) Describe how Ms Raku coordinated the activities of the organization from start-up through its various stages. **[10 Marks]**

- (c) Trace briefly the following developments about this organization:
 - The location of Ms Raku’s office and other operations **[5 Marks]**
 - Its customers **[5 Marks]**
 - Its vision **[5 Marks]**

- (d) Comment on Ms Raku's character or trait that confirms that she was an entrepreneur. **[5 Marks]**

SECTION B

Answer any THREE questions in any order

QUESTION 2

Discuss the various stages of the Entrepreneurial Decision-Making Process. **[10 Marks]**

QUESTION 3

"Entrepreneurship is the driving force of every economy" *David Gladstone*. Discuss with particular reference to Zimbabwe **[10 Marks]**

QUESTION 4

One author on Entrepreneurship argues that "too often the creative side of entrepreneurship has been emphasized to the exclusion of many other necessary traits." What are the other traits/characteristics. **[10 Marks]**

QUESTION 5

What should the Business Plan generally cover and what is its use or value? **[10 Marks]**

QUESTION 6

Discuss the three financial statements that your venture capitalist will expect you to submit as part of your Business Plan when you apply for assistance for your start-up operation. **[10 Marks]**

QUESTION 7

Define the following terms:

- Venture capitalist [5 Marks]
- Strategic plan [5 Marks]
- Equity [5 Marks]
- Risk-taker [5 Marks]
- Quick ratio [5 Marks]

END OF EXAMINATION