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Student name: \_\_\_\_\_

Student No.: \_\_\_\_\_

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Dear students,

First of all you should to read carefully through all the exam questions, and then you have to attempt the questions that you think you can answer completely.

This exam contains five questions, each question contains several branches, and therefore you are required to attempt only the branches for each question.

Any student answer more than the required, this will not be marked.

Moreover, student whom answers different branches form different questions, this will not support him, where the marking criteria depends on answer all the branches of the question.

Good luck & best wishes



Student name: \_\_\_\_\_

Student No.: \_\_\_\_\_

**QUESTION ONE: Three branches**

**3 Marks**

Attempt **ONE** branch only

1. What is entrepreneurship? How can one differentiate an entrepreneurial firm from any other type of firm?
2. Increasingly, entrepreneurship is being practiced in countries throughout the world. Do you expect entrepreneurship to continue to spread throughout the world, or do you think its appeal will subside over time?
3. In what ways is an entrepreneur who just launched a restaurant different from someone who just took a job as the general manager of a restaurant owned by a major restaurant chain?

**QUESTION TWO: Two branches**

**2 Marks**

Attempt **ONE** branch only

1. Briefly explain the criteria to determine the enterprise size.
2. List and explain the different characteristics of small business.

**QUESTION THREE: Four branches**

**5 Marks**

Attempt **ONE** branch only

1. Discuss the different components of Entrepreneurial Strategy Matrix.
2. What are the Economic Impacts of Entrepreneurial Firms on the community?
3. Briefly explain the characteristics of Successful Entrepreneurs.
4. How does creativity contribute to the opportunity recognition process?



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**QUESTION FOUR: Three branches**

**5 Marks**

Attempt **ONE** branches only

1. Partnership and limited partnership are forms of firms' ownership and the legal form of business formation. Compare and contrast between both of these firms.
2. Explain franchising and its different types, in addition to advantages and disadvantages of franchising.
3. Discuss the Family and Business Overlap, in addition to the advantages of family business, and then explain the Three-Circle Model of Family Business.

**QUESTION FIVE: Four branches**

**5 Marks**

Attempt **ONE** branches only

1. Describe the difference between strong-tie relationships and weak-tie relationships. Is an entrepreneur more likely to get new business ideas through strong-tie or weak tie relationships? Why?
2. Explain and contrast the Three Ways to Identify an Opportunity
3. What are the Kinds of Startup Ideas?

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**End of questions  
 Wish you all the best**