



UGANDA MANAGEMENT INSTITUTE

POSTGRADUATE DIPLOMA IN BUSINESS ADMINISTRATION
(DBA) WKD

SECOND SEMESTER EXAMS 2015/2016

MODULE: ENTREPRENEURSHIP DEVELOPMENT (E)

Date: Friday 7 October 2016

Time: 09.00 AM – 12.00 NOON

INSTRUCTIONS

1. Answer **FOUR** Questions.
2. Question **ONE** of Section A is compulsory and carries 40 marks.
3. Answer any other **THREE** Questions from Section B. Each question carries **20 marks**.
4. Write clearly and legibly.
5. **Do not** write anything on the question paper.
6. **Do not** take Mobile Phones into the examination room.
7. Follow the instructions of the examination supervisor.
8. Indicate questions answered on the Answer Sheet in the column of Questions.

This paper consists of 3 printed pages

-GOOD LUCK-

SECTION A:**COMPULSORY****40 MARKS****QUESTION ONE**

Okot started his business two years ago which was running so well until last year when he got stiff competition in his area of operations. He was advised to contact a consultant and you have been identified as a suitable candidate to take up the role of consultant for his business. Okot is in a confectionery business.

Required:

- a) Outline what Okot should include in his business plan. **[10 Marks]**
- b) What leadership characteristics should Okot develop as corporate entrepreneur? **[10 Marks]**
- c) What should Okot include in his Financial Plan? **[10 Marks]**
- d) Write a report advising Okot on how to handle challenges of organisational growth and development. **[10 Marks]**

SECTION B: ANSWER ANY THREE QUESTIONS FROM THIS SECTION**QUESTION TWO**

“Sources of support for entrepreneurs go beyond seeking for financial support”. Discuss the various sources of support that can be available to an entrepreneur. **[20 Marks]**

QUESTION THREE

“There have been many successful businesses have been started and managed to thrive without having to prepare business plans; so are business plans important?” Discuss this statement and accompanying question in the context of your knowledge on entrepreneurial business plans. **[20 Marks]**

QUESTION FOUR

“Entrepreneurs are not necessarily born, they can be taught and developed”. Using your knowledge of entrepreneurship and with relevant examples discuss this statement. What are the common traits amongst successful entrepreneurs? **[20 Marks]**

QUESTION FIVE

“Innovation and creativity is at the core of entrepreneurship ventures”. Discuss the various methods that entrepreneurs can use to generate and identify new business ideas. **[20 Marks]**

QUESTION SIX

“Managing family business in Uganda is a big challenge”.

- a) Explain the importance of a family having a well-functioning family-governance structure. **[10 Marks]**
- b) Outline steps of a formal succession plan in a family run business. **[10 Marks]**

END