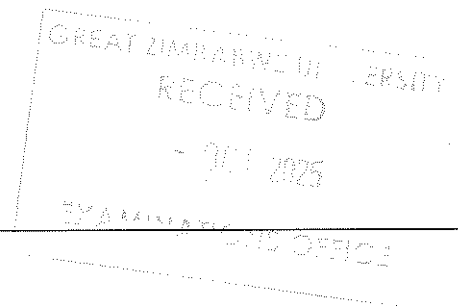




**JULIUS NYERERE SCHOOL OF SOCIAL SCIENCES**  
**DEPARTMENT OF HUMAN RESOURCE MANAGEMENT**  
**BACHELOR OF SCIENCE HONOURS DEGREE**  
**IN HUMAN RESOURCE MANAGEMENT**  
**LEVEL 4 SEMESTER 1**  
**EXAMINATION QUESTION PAPER**

**MODULE CODE**                      **HRMH414/PPMH425**  
**MODULE NARRATION**           **ENTREPRENEURSHIP**  
**DATE**  
**DURATION**                              **3 HOURS**



**INSTRUCTIONS TO CANDIDATES:**

- Answer all questions in Section A and any **two** questions in Section B.
- Section A carries **40** marks and each question in Section B carries **30** marks.
- Questions may be answered in any order.

### **SECTION A**

- 1 a. Distinguish an entrepreneur from a manager. **(20)**
- b. Explain the following terms used in the investment decision making model;
  - i. Deal origination **(10)**
  - ii. Deal screening **(10)**

### **SECTION B**

2. Examine the strategies used by entrepreneurs to distinguish their products from competitors' products.
3. Evaluate methods used by banks to assess the credit-worthiness of a prospective entrepreneur seeking finance.
4. 'Where others see challenges, great entrepreneurs see opportunities.' Discuss.
5. 'The contention that entrepreneurs are born is a fallacy'. Discuss

**END OF EXAMINATION**