



REFORMED CHURCH UNIVERSITY

FACULTY OF COMMERCE

**BACHELOR OF COMMERCE HONOURS DEGREE IN
ENTREPRENEURSHIP & BUSINESS DEVELOPMENT**

PRINCIPLES OF ENTREPRENEURSHIP

HEBD 111

PART 1 SEMESTER 1

Total Marks [100]

DATE: DECEMBER 2023

Time: 3 Hours

INSTRUCTIONS

1. This paper has *six (6)* questions
2. Answer question *one (1)* and *any* other **three (3)**
3. Each question carries **25 marks**
4. Start each question on a new page

1. Discuss the significance of the following entrepreneurial skills in shaping a successful entrepreneur:

- (a) Networking and socialising (5 marks)
- (b) Communication skills (5 marks)
- (c) Self-motivation and discipline (5 marks)
- (d) Good Time management skills (5 marks)
- (e) Team work and team player (5 marks)

2. Explain how personal goals, life style, background, hobbies, interests, experience, abilities, and financial resources will impact ones' choice of business. **25 Marks**

3. Examine any 5 sources for funds for youth start-ups in Zimbabwe. **25 Marks**

4. Explain any five challenges faced by youth entrepreneurs in trying to come up with new businesses in Zimbabwe **25 Marks**

5. Discuss any five strategies for overcoming the challenges faced by entrepreneurs in Zimbabwe. **25 Marks**

6. Discuss how a small business can exploit ICTs to gain competitive advantage. **25 Marks**

End of Paper