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LEVEL 4

Demonstrate Entrepreneurial Skills

July/August 2025

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TVET CURRICULUM DEVELOPMENT, ASSESSMENT AND CERTIFICATION COUNCIL (TVET CDACC)

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WRITTEN ASSESSMENT

TIME: 2 HOURS

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INSTRUCTIONS TO CANDIDATE

consists of TWO sections, A and B

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2. Answer **ALL** questions in each section
3. Marks for each question are as indicated in the brackets
4. You are provided with a separate answer booklet to answer the questions
5. **DO NOT** write in this que

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This paper consists of FOUR (4) printed pages

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ould check the question paper to ascertain that all pages

are printed as indicated and that no questions are missing.

Answer **all** questions in this section. Each question carries one mark.

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B.

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Invention

and when a business opportunity.

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6. Which of the following affect entrepreneurship economically.

A. Demand

B. Culture

C. Political climate

D. Language

7. Financial management assist business owners to _____.

A. Develop government connection

B. Limit the profit

C. Make financial decisions

D. Avoid paying taxes

8. _____ is an example of corporate social responsibility activity carried out by a business.

A. Cleaning the environment

B. Investing in a business

C. Financial statements analysis

D. Ploughing back profits.

9. _____ represent the process of effective communication.

A. Sender — Receiver — Channel — Feedback

B. Sender — Receiver — Feedback Channel

C. Sender — Channel — Receiver — Feedback

D. Feedback — Receiver — Channel — Sender

10. the term that describes the trait of entrepreneurs dealing with failures.

A. Flexibility

B. Resilience

C. Resistance

D. Stagnation.

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SECTION B: (40 MARKS)

*Answer **all** questions in this section.*

11. Julius intends to start a business enterprise. State FOUR legal documents he requires when starting a business. (4 Marks)
12. Entrepreneurs possess certain skills that enable them to be successful. List FOUR entrepreneurial competencies they require to manage their business effectively. (4 Marks)
13. Lorna intends to start a business enterprise but she does not have a business idea. State FOUR sources she can obtain a business idea from. (4 Marks)
14. A business undergoes several phases in its life cycle. State FOUR strategies that an entrepreneur may adopt in the introduction stage of the business life cycle. (4 Marks)
15. Integration of Information Communication Technology (ICT) greatly enhances the growth and performance of businesses. State FOUR advantages of using ICT in a business. (4 Marks)
16. Engaging in enterprise social responsibility is important to a business. Identify FOUR reasons why enterprises participate in social responsibility. (4 Marks)
17. Grace has decided to conduct market research before commencing her business. State FOUR benefits that she will gain by conducting market research before starting the business. (4 Marks)
18. Businesses require support services for smooth running. Highlight FOUR business support services available for businesses. (4 Marks)
19. Businesses that succeed in their businesses are identified by their unique characteristics. List FOUR characteristics of successful entrepreneurs. (4 Marks)
20. A business plan is a document that acts as a guideline for starting and owning a business. State FOUR characteristics of a good business plan. (4 Marks)

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