

**LEVEL 3**

**Demonstrate Entrepreneurial Skills**

**November/December 2025**

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

**WRITTEN ASSESSMENT**

**TIME: 2 HOURS**

**INSTRUCTIONS TO CANDIDATE**

1. The paper consists of **TWO** sections: **A** and **B**.
2. Answer **ALL** questions in each section.
3. Marks for each question are indicated in the brackets.
4. Candidates are provided with a separate answer booklet.
5. **DO NOT** write on this question paper.

**This paper consists of FIVE (5) printed pages.**

**Candidates should check the question paper to ascertain that all pages are printed as indicated and that no questions are missing**

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**SECTION A (20 MARKS)**

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

Indicate whether the following is true or false

1. Entrepreneurship is the process of establishing an enterprise. (True /False)
2. Entrepreneurs contribute in solving problems in the society. (True /False)
3. Formal employment is also referred to as self-employment. (True /False)
4. Business opportunity is the profit generated by the business. (True /False)
5. Entrepreneurs have unique values and attitudes that enable them to be successful. (True /False)

Match the following terms with the correct statement

Question	Term	statement
6.	License	Determines how the organization performs or operates
7.	Organization structure	Legal document required when starting a business
8.	Money	Useful requirements for carrying out business operations
Medium of exchange for goods and services		
9.	Resources	A form of business ownership

11. \_\_\_\_\_ is a method entrepreneurs use to generate business ideas.

- A. Brainstorming
- B. Visioning
- C. Risk-taking
- D. Planning

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12. \_\_\_\_\_ is NOT an advantage of marketing to a

- A. Increase in competition
- B. Increases customer base
- C. Widens awareness of products and services
- D. Increases business sales and revenues

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13. \_\_\_\_\_ is a method used by entrepreneurs in expanding the operations of their

- A. Research
- B. Merging

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C. Donation

D. Dissolution

14. Which one of the follow a resource required to manage and carry out business operations.

A. Time

B. labor

C. Capital

D. Technology

15. \_\_\_\_\_ is a stage of a business life cycle.

A. Startup

B. Pricing

C. Growth

D. Closure

16. \_\_\_\_\_ is a business support service for small businesses.

A. Selling

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B. C  
consultancy

C. Recruitment.

D. Taxation

17. \_\_\_\_\_ is NOT a purpose of preparing a business plan.

A. Providing a roadmap for the business

B. Attracting investors

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C. Making

D. Filing tax returns

18. The purpose of utilizing business resources is.

A. To reduce efficient use of business resources

B. To maximize business resources

C. To increase business over expenditures

D. To maximize business profitability

19. Business communication can be enhanced in a business through \_\_\_\_\_.

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A. Effective communication strategies

B. Distorted messaging systems

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C. Unethical business communication methods

D. Distraction listening strategies.

20.

\_\_\_\_\_ is NOT an n Communication Technology (ICT) tool used by entrepreneurs in their businesses.

A. Radio

B. Mobile phone

C. Printer

D. Remote

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**SECTION B (30 MARKS)***Answer all questions in this section.*

21. State THREE contributions of entrepreneurship towards national development. (3 Marks)

22. Highlight THREE benefits of self-employment to an individual. (3 Marks)

23. Identify THREE ways of managing factors that inhibit development of entrepreneurship.

(3 Marks)

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24. List THREE entrepreneurial competencies required to manage a business. (3 Marks)

25. Identify THREE forms of business ownership that an entrepreneur can engage in when starting a business. (3 Marks)

26. State THREE reasons why entrepreneurs need to analyze the stages of a business life cycle.

(3 Marks)

27. Highlightes that entrepreneurs encounter due to lack of maintaining proper

business records. (3 Marks)

28. State THREE challenges entrepreneurs face when managing their businesses. (3 Marks)

29. Mention THREE factors that should be considered when selecting the location of a business.

(3 Marks)

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30. List THREE benefits of enhancing creativity in a business. (3 Marks)

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