



ZCAS University

**BBA1202: FUNDAMENTALS OF ENTREPRENEURSHIP**

**FINAL EXAMINATION**

**WEDNESDAY, 5<sup>TH</sup> JUNE 2024**

**08.00 TO 11.30 HOURS**

**TIME ALLOWED: THREE HOURS, THIRTY MINUTES (plus 5 minutes to read through the paper)**

**INSTRUCTIONS:**

1. Section A: this question is **compulsory** and must be attempted.
2. Sections B: Answer Two (2) questions from this section.
3. This question paper carries a total of **100** marks.

**SECTION A: Question 1 is compulsory and must be attempted**

**Question 1**

The Choma District Business Association recently held its Annual General Meeting (AGM) in Choma at the Golden Pillow Lodge. During the meeting, almost all the members who are Micro, Small and Medium Sized Entrepreneurs (MSMEs) complained about the harsh macro-economic environment, which is characterized by high interest rates, high business and personal taxation, high and fluctuating exchange rate, stiff competition from cheap imported goods and many other unbearable conditions. The members particularly complained about their inability to grow or expand their businesses because of the high cost of borrowing from the traditional sources of finance, commercial banks. They equally complained to the Guest of Honour, one of the Directors at the Ministry of Small and Medium Enterprises Development, that even Government Funded institutions like the Citizens Economic Empowerment Commission (CEEC), the Development Bank of Zambia (DBZ), the Youth Empowerment Fund at the Ministry of Youth and Sport were characterized by bureaucracy, red tape and inadequate funds. They told the Guest of Honour that their businesses were likely to shut down completely. You have been invited as a ZCAS University student to prepare a paper and send it to Choma District Business Association.

**Required: -**

- a) Can you discuss any Five (5) issues that citizens in Zambia complain about, regarding loans from Government Funded Institutions like the Citizens Economic Empowerment Commission (CEEC), the Development Bank of Zambia (DBZ), the Youth Empowerment Fund at the Ministry of Youth and Sport **(20 Marks)**
  
- b) Explain why most Small-Scale Entrepreneurs are not willing to finance businesses using Partnerships or Joint Venture models.

**(20 Marks)**

**Total (40 Marks)**

**SECTION B: Attempt any three questions in this section.**

**QUESTION 2**

Mr and Mrs Charles Chisempi have just established a small-scale business venture in Chingola, in the Copperbelt Province. Because of limited resources, they intend to start by employing a few family members and close friends. They have approached you as a ZCSA student and would like you to give them advice on how to efficiently, effectively and sustainably run their new business venture.

**Required: -**

You are required to describe, with practical examples, any Five (5) measures Mr and Mrs Chisempi need to put in place in their business venture in order to deal with family members and friends professionally and sustain business operations.

**(20 marks)**

**QUESTION 3**

The Ministry of Small and Medium Enterprises Development is trying to design a basic and very practical **Entrepreneurship Training Package** in order to promote a culture of Entrepreneurship among the citizens of Zambia. You have been invited as an expert to contribute to the training package, by writing one section or chapter.

**Required:**

You are required to examine with practical examples, any factors influencing the growth of entrepreneurial activities in the country.

**(20 marks)**

**QUESTION 4**

- a) The Zambia Chamber of Commerce and Industry (ZACCI) is holding a consultative meeting with a number of private sector medium to large scale organizations on the theme **“How to deal with suppliers as an entrepreneur”**. List any Five (5) benefits that entrepreneurs can get from suppliers when there is a good and professional working relationship between the two (an entrepreneur and a supplier)

(10 Marks)

b) There are three focus areas in the Micro, Small and Medium Enterprises (MSME) Development Policy of 2010, namely **Capacity; Access and Operating Environment**. Explain the Four (4) issues that are addressed under **Access**.

(10 Marks)

**Total (20 Marks)**

#### **QUESTION 5**

Describe some factors that top management in an organization should put in place, in an effort to provide an enabling environment for Corporate Entrepreneurship

(20 marks)

**END OF EXAMINATION**