

University of Swaziland

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Faculty of commerce

Department of business administration

Supplementary examination

July 2017

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Title of the Paper : Entrepreneurship and small business Management

Degree : Bachelor of Commerce

Course : BA 304 and BA404 IDE

Time allowed : Three (3 hours)

Instructions:

1. THIS PAPER CONSIST OF SECTION A AND SECTION B)
2. SECTION A IS CASE STUDY AND IT IS COMPULSORY QUESTION
3. ANSWER ANY THREE QUESTIONS FROM SECTION B

Note: You are reminded that in assessing your work, account will be given of accuracy of language and the general quality of expression, together with layout and presentation of your final answer.

THIS PAPER MUST NOT BE OPENED UNTIL THE INVIGILATOR HAS GRANTED THE PERMISSION

BE BLESSED AND PROSPER!!!!

### **Question 3**

Entrepreneurship is one of the drivers of the economy in the whole world. Identify and discuss any five forces that drives growth of entrepreneurship in Swaziland? **(25 marks)**

### **Question 4**

Venture Capitalists are investors who finance first time entrepreneurs and small business. They finance the opportunity after the entrepreneurs has decided which opportunity to exploit. They evaluate the different opportunities which they can finance. The criteria that are used by Capital Ventures when assessing the application can be used to assess and screen the ideas and opportunities. Identify and explain five criteria Venture Capitalist use assess and screen entrepreneurs' business opportunities. **25 marks**

## **Section A : Compulsory**

**Question 1:** Read the case and answer the questions thereafter

Venture Capitalist are investors who finance first time entrepreneurs and small businesses. They finance the opportunity after the entrepreneurs have decided which opportunity to exploit. Investors evaluate the opportunity based on the market potential, profit estimates, return on investment, management of the venture and other factors that can contribute to venture success.

Mr Mavuso likes to play soccer and has identify any opportunity set up a laundry business around Malkerns. He has realized that most foot club come every weekend to have soccer matches. During the week days they do not have the time to wash their spots kits to be used in the following weekend. Mr Mavuso has approached one of the capital ventures around Manzini. He wanted to present his business plan to them so that they can financed this expensive venture.

**Question 1:**

- a) **Identify and discuss any five criterions capital ventures use to evaluate the new business venture? (20 marks)**
- b) **Identify and explain six entrepreneurial process Mr Mavuso could present to capital ventures before they consider financing Laundry Business Venture? (30 marks)**

Section B

**ANSWER ANY TWO (2) QUESTIONS FROM THIS SECTION**

**Question 2**

Entrepreneurs and Small business should develop a business plan in order to have a more sustainable competitive advantage over its rivals. Explain any five strategic management procedures visionary entrepreneurs could use for their new business new Business Venture? **(25 marks)**