©2026 TVET CDACC

LEVEL 6

Demonstrate Entrepreneurial Skills

March/April 2026

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

WRITTEN ASSESSMENT

TIME: 2 HOURS

INSTRUCTIONS TO CANDIDATE

1. This paper consists of **TWO** sections: **A** and **B**.
2. Answer **ALL** questions in section A.
3. Answer question **ELEVEN** (11) and any other **TWO** (2) questions in section B.
4. Marks for each question are indicated in the brackets.
5. Candidates are provided with a separate answer booklet
6. Do not write on the 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.

SECTION A (40 MARKS)

Answer all questions in this section

1) Safari Courier faces reduced demand and wants to explore new business areas. A team has been formed to find opportunities. Identify FOUR ways the team can spot entrepreneurial opportunities. (4 Marks)
2) Ken, a young entrepreneur, is developing guidance materials to show his classmates the different entry paths into entrepreneurship. Identify FOUR ways through which Ken can teach them how to become entrepreneurs. (4 Marks)
3) A national planning committee is compiling information on how entrepreneurial activities support the country's growth agenda. For inclusion in the report. Identify FOUR contributions of entrepreneurs to national development. (4 Marks)
4) A retail chain intends to open operations in a new region and has assigned a technical team to assess the conditions that may affect performance. State FOUR factors the team should consider when evaluating the business environment. (4 Marks)
5) Oxyline, a manufacturing enterprise, is preparing a financial strategy to support its planned expansion into new markets. Identify FOUR sources of business finance that the enterprise can consider. (4 Marks)
6) A private equity firm has requested an entrepreneur to justify why a proposed agribusiness venture should be funded instead of competing projects**.** Mention FOUR factors that should be used to evaluate the viability of the proposed business opportunity. (4 Marks)
7) A successful medium-sized enterprise intends to scale its operations nationally without compromising performance. Identify FOUR innovative strategies that the enterprise may adopt to achieve sustainable expansion. (4 Marks)
8) Amina Hassan, a county enterprise officer in Garissa County, is sensitizing youth on income-generating activities as an alternative to formal employment. Identify FOUR requirements that the youth she is sensitizing must meet before entering into self-employment. (4 Marks)
9) TechSpark Solutions Ltd has invited you to speak at an entrepreneurship boot camp on idea generation. Identify FOUR sources of business ideas the founders can use to develop viable ideas. (4 Marks)

10) BrightWear Fashion House in Thika Town is facing stiff competition from similar clothing businesses. As a consultant advisor, mention FOUR innovative strategies the business can adopt to survive and grow in this competitive market. (4 Marks)

SECTION B (60 MARKS)

Answer question ELEVEN (11) and any other TWO (2) questions

11) LakeView Furniture Ltd. is a small manufacturing company that produces furniture for local and regional markets. Due to increased competition and rising operational costs, the management decided to review its leadership approach and sources of funding to sustain operations. The company management believes that effective entrepreneurial roles and appropriate financing decisions are critical for business survival and growth.

a) Explain FIVE roles played by an entrepreneur in ensuring effective management and growth of LakeView Furniture Ltd. (10 Marks)

b) Discuss FIVE sources of business finance that LakeView Furniture Ltd. can use to support its expansion plans. (10 Marks)

12) Alex, a recent graduate, has just started his own tech startup and recognizes the value of building professional connections. He also understands that creating a successful business depends on having a marketable product.

a) Discuss FIVE benefits of networking that Alex is likely to gain for his business. (10 Marks)

b) Explain FIVE features he should focus on when designing the product to make it viable and appealing to customers. (10 Marks)

13) Bright Foods Limited wants to motivate its employees to improve productivity and maintain high-quality standards in its food processing plant. In addition, the company plans to adopt modern technology to support its growth.

a) Explain FIVE internal motivation factors the company should consider according to motivational theories to encourage its employees. (10 Marks)

b) Explain FIVE ways in which ICT can be incorporated in Bright Foods Limited to support its growth. (10 Marks)

14) GreenGrow Enterprises is a newly established agribusiness run by a group of young entrepreneurs in Kenya. As the business begins operations, the founders realize that understanding entrepreneurial principles and the factors influencing entrepreneurship development is essential for sustainable growth and long-term success.

a) Explain FIVE principles of entrepreneurship that the founders of GreenGrow Enterprises should apply to effectively manage and grow their business. (10 Marks)

b) Explain FIVE factors affecting entrepreneurship development that may influence the success of Green Grow Enterprises in Kenya. (10 Marks)