

Tanta University

Faculty of Commerce

Business Admin. Department

**Final Exam For Second Year Students(BIS)**

**Course: Entrepreneurship Business**

**Lecturer: Dr. Ibrahim AbdelGaber**

**(First Term - 2016)**

**Date: Sat.14 Jan. 2017**

**Time: 180 Minutes**

**Exam Instructions:**

- (1) Please, if you do not know the answer of any question, just write : " I am so sorry ...I do not no the answer ".
- (2) Please, do not try to cheat in the exam, because you are, really, cheating your self , and you will be punished by God.

**Answer the following questions: (50 Mark)**

**Question No. 1: ( 5 Mark )**

**Define the following concepts:**

- (1) Target market
- (2) Franchising a business
- (3) Sustainable entrepreneurship
- (4) Independent small business
- (5) Value proposition of an entrepreneurship

**Question No.2 ( 20 Mark)**

**Comment on the following statements: ( Your answer should not be less than 4 lines , and not be more than 8 lines)**

- (1) To promote your small business you have to follow three steps.
- (2) The most important element to build legitimacy for an entrepreneurship business is the image of the organization.

- (3) To reduce the risk of a start-up business, you need to start the business with established customers.
- (4) Due diligence is a process.
- (5) There is a main difference between a small business and an entrepreneurial business.
- (6) Growth, income, and flexibility are universally mentioned motives for starting a small business.

### **Question No. 3: ( 20 Mark)**

**Justify ( give reasons) the following statements:**

- (1) Market segmentation is an important process for small businesses.
- (2) Franchising a business or buying an existing one is not an entrepreneurship business.
- (3) Securing outside financing for a start up business, will increase the chance of its success.
- (4) Finding a successful business for sale is not an easy task.
- (5) Human resources in a small business is personalized, but it is professionalized in the larger business.
- (6) Franchising a business is less risky than starting new business.
- (7) Having experience to manage a small business is an essential element to the success of a start-up business.
- (8) Delegation of authority is difficult in a small business, but it is essential in a larger business.
- (9) Starting a small business with one more founder will increase the chance of its success.
- (10) A new small business should have a detailed budget, but it should not have a balance sheet.

### **Question No. 4 ( 5 Mark)**

**" Egyptian government should encourage and motivate people to do entrepreneurship businesses"**

**Discuss this statement, clarifying:**

- a) Why government should motivate people to do this type of business?
- b) How the government motivate people to do this type of business?

**BEST WISHES FOR ALL STUDENTS**

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Tanta University

Faculty of Commerce

**Final Exam For BIS Students ( Level 2 )**

**Course: Entrepreneurial Small Business**

**( January 2016 )**

**Date: Thu.14 th of Jan.2016**

**Time: 180 minutes**

**Answer the following questions (50 Mark)**

**Question No.1: ( 9 Mark)**

**Define the following concepts:**

- **Franchising a business**
- **Value proposition**
- **A business incubator**
- **Small business crisis**
- **Industry heuristics**
- **Sustainable entrepreneurship**

**Question No.2: ( 18 Mark)**

**Explain the following statements ( The answer should not be more than 8 lines ):**

- (1) **Asset valuation as a method of placing a value on a small business, has two major problems.**
- (2) **There are basically three ways to obtain committed customers prior to start up.**
- (3) **You should apply BRIE model before starting an entrepreneurial business.**
- (4) **Building legitimacy for a small business is a technique for managing relations with external environment.**
- (5) **Comparable sales is a method of placing a value on an existing business.**
- (6) **The external environment of a small business includes: task environment, and general environment.**



**Question No.3 ( 16 Mark)**

**Justify ( give reasons) for the following statements ( Your answer should not be more than 8 lines):**

- (1) Small businesses focus on “selling”, but large businesses focus on “marketing”.**
- (2) Developing a social network is an important skill for managing entrepreneurship.**
- (3) Some people prefer franchising a business as a path to business ownership.**
- (4) Building trust in your “story” is essential to the success of all start-ups.**
- (5) Securing outside investment is essential for a start up business.**
- (6) Due diligence process is essential for buying an existing business.**
- (7) To increase the chance of success for a start-up, you need to have management experience.**
- (8) The preferred funding source for a small business is equity funding, but for a large one is debt funding.**

**Question No.4: (7 Mark)**

**Answer the following points from your point of view. (Your answer should not be more than three lines for each point):**

- a) What is the best method to set a value on an existing small business? And why?**
- b) What is the best path to start a small business? And Why?**
- c) What is the most important lesson you have learned from studying this course? And Why?**

**GOOD LUCK**

2020

CBIS

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Tanta University

Faculty of Commerce

**Mid Term Exam for BIS Students**

**(Second Level)**

**Course: Entrepreneurship Business**

**(November, 2019)**

**Date: Wen.13 Nov. 2019**

**Time: 60 Minutes**

**Please, Be honest with yourself, If you don't know the answer of any point of the exam, just write: "Sorry Dr. I don't Know the answer"**

**Answer the following question: ( 30 Mark)**

**Justify ( give reasons) the following statements:**

**(Your answer should not be less than three lines and not be more than seven lines)**

- 1) Sales is much more important than marketing in a small business.**
- 2) Intention is the most important element in the BRIE model.**
- 3) Small business owners should dispel key myths about small businesses.**
- 4) Entrepreneurship business is a major source of innovations in society, thus, it helps in improving the economy of the society.**
- 5) Government of each country should study people's motives for starting a small business.**

**GOOD LUCK**

Tanta University

Faculty of Commerce

Final Term Exam for BIS Students

(Second Level)

Course: Entrepreneurship Business

(January , 2019)

Date: Sat., 12 Jan. 2019

Time: 180 Minutes

*Please, Be honest with yourself, If you don't know the answer of any point of the exam, just write: "Sorry Dr. I don't Know the answer"*

Answer the following questions: ( 50 Mark)

Question No.1:( 16 Mark)

Comment on the following statements:

*(Your answer should not be less than three lines and not be more than seven lines)*

- 1) An entrepreneurship business has four characteristics.
- 2) Franchising a business has some advantages.
- 3) Human resources in a small business is personalized, but in a large business is professionalized.
- 4) Due Diligence is a process.
- 5) A start up business has some advantages.
- 6) There are three ways to have established customers for a new business.
- 7) Start a small business in a business incubator is one of the methods for increasing its chance success.
- 8) Recognition and admiration are different motives for starting a small business.



### Question No. 2: (16 Mark)

Justify ( give reasons) the following statements:

( Your answer should not be less than four lines, and not be more than seven lines)

- 1- It is better to start a new business with more than one founder.
- 2- The success of the franchisee is determined to large extent by the success of the franchiser.
- 3- Equity is the preferred source of financing for a small business, but debt is the preferred source of financing for a large business.
- 4- A start up business needs to secure outside financing.
- 5- Little control of franchising a business is problematic for the franchisee.
- 6- Start up is the most risky path into business.
- 7- A start up business requires a detailed budget.
- 8- Growth is an important motive to start a small business in the developed countries, but it is not in the developing countries.

### Question No. 3: (18 Mark)

To start an entrepreneurship business after graduation, you need to answer the following questions before you start:

- a) What are the experiences should I have, and Why ?
- b) What are the entry competences for this business?
- c) From your point of view, what is the most important experience and entry competency for business success, and why?

Tanta University

Faculty of Commerce

2020

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Final Term Exam for BIS Students

(Second Level)

Course: Entrepreneurship Business

(Jan., 2020)

Date: 11 Jan., 2020

Time: 180 Minutes

Please, Be honest with yourself, If you don't know the answer of any point of the exam, just write: "Sorry Dr. I don't Know the answer"

Answer the two following questions: ( 50 mark)

Question No.1: (25 mark)

Justify ( give reasons) the following statements

(Your answer should not less than three lines and not more than seven lines)

- 1) Franchising a business is less risky than any other path to start a small business.
- 2) Intention is the most important element in the BRIE model.
- 3) Synergy is one of the benefits of starting the business with more than founder
- 4) Government of each country should study people's motives for starting a small business.
- 5) One of the methods to reduce risk for a start up business, is to take part in a mentoring program.
- 6) Delegation of authority is essential in a large business, but it is not in a small business.
- 7) Franchising a business is a very expensive form to start a small business.
- 8) Preferred funding source for a small business is equity, but for a large business is debt.
- 9) Purchasing an existing business often requires cash outlay than does creating start up.



- 10) Franchisors exert little control upon franchisees.
- 11) Small businesses are so important for the economy.
- 12) To reduce the risk of your new business, start the business in a business incubator.

### Second Question : (25 Marks)

Do you agree or disagree with the following statement, and why?

(Your answer should not less than three lines and not more than seven lines)

- 1- Securing outside financing for a start up, will increase the risk for the business.
- 2- The good reputation of an existing business may be an obstacle to its future success.
- 3- To make profits from your small business, you need to manufacture something.
- 4- One of the best ways to have established customers for a new business, is to go in competition with your previous employer.
- 5- There is no best path to start a small business.
- 6- Recession is a barrier to start a small business.
- 7- Franchising a business is a legal agreement between franchisor and franchisee.
- 8- Building trust in your story is essential to the success of your business.
- 9- If you fail in your small business, you can never try again.
- 10- Owner/ manager of a small business should have experience about how to manage a small business.
- 11- Having a detailed start up balance sheet will help the business to reduce its risk.
- 12- Delegation of authority is essential in a small business, but it is not in a large business.

GOOD LUCK