



KISII UNIVERSITY
UNIVERSITY EXAMINATIONS

FOURTH YEAR EXAMINATION FOR THE AWARD OF THE
DEGREE OF BACHELOR OF LAWS
SECOND SEMESTER, 2023/2024
(JANUARY-APRIL, 2024)

LLBK 424: ENTREPRENEURSHIP FOR LAWYERS

STREAM: Y4 S2

TIME: 2 HOURS

DAY: FRIDAY, 9:00 – 11:00 A.M.

DATE: 05/04/2024

INSTRUCTIONS

- 1. Do not write anything on this question paper.***
- 2. Answer Question ONE and any TWO other Questions.***
- 3. Illustrate your answer with relevant cases and statutory provisions where applicable.***

QUESTION ONE

An ethical approach to doing a business has proved to play vital role in shaping the growth of a business and to building the profile of the entrepreneur. The public needs to know that their interests are being addressed by the entrepreneur as he also strives to ensure that the business is making profit.

- 1) Explain the importance of code of ethics to customers. (10 Marks)
- 2) Explain the importance of technology and e-communication to a business. (10 Marks)
- 3) Explain how e-commerce has promoted globalization. (10 Marks)

QUESTION TWO

“A business plan is what sells the business to interested stakeholders and other interest group.” Anonymous

a) Discuss how a business plan is used to control the business. (10 Marks)

b) Explain the importance of book keeping in a business. (10 Marks)

QUESTION THREE

The survival of corporations has been affected by how these firms have fared on throughout their lifetime. The early stages of any business are very important. This is the period when the firm attempts to set its foot in the industry.

a) Explain the importance of entrepreneurship to a lawyer. (10 Marks)

b) Explain the advantages of leasing and outsourcing to a business. (10 Marks)

QUESTION FOUR

Business opportunity is an outlet through which the entrepreneur expresses his new found knowledge or skill. It is a chance that an entrepreneur utilizes after thorough research through which he can manifest his ideas.

a) Explain ways of evaluating the right business opportunity. (10 Marks)

b) Explain benefits of well structured business opportunity. (10 Marks)

QUESTION FIVE

Write explanatory notes on the following:

(a) Communication (5 Marks)

(b) Franchise. (5 Marks)

(c) Enterprise (5 Marks)

(d) Entrepreneurship (5 Marks)