



ZIMBABWE

**MINISTRY OF HIGHER AND TERTIARY EDUCATION,
INNOVATION, SCIENCE AND TECHNOLOGY
DEVELOPMENT**

**HIGHER EDUCATION EXAMINATIONS COUNCIL
(HEXCO)**

NATIONAL CERTIFICATE

IN

ALL COURSES

**SUBJECT: Entrepreneurship Skills Development PAPER NO: 402/19/S01
402/22/M01
402/24/M01**

DURATION: 3 Hours

NOVEMBER/DECEMBER 2025 EXAMINATION

REQUIREMENTS

INSTRUCTIONS TO CANDIDATE

- 1. Answer any five (5) questions.**
- 2. Each question carries 20 marks.**
- 3. Start each question on a new page.**

This paper consists of 3 printed pages.

QUESTION 1

Examine five (5) strategies that the Government of Zimbabwe can use to support and develop entrepreneurial activity at Institutions of Higher learning. (20 marks)

QUESTION 2

Outline any five (5) forms of market segmentation which can be used by entrepreneurs to segment markets in a community. (20 marks)

QUESTION 3

Bravo Bus Service has been trading for some years. The following list of balances have been extracted from the company's ledger as at 31 July 2023.

Accounts receivables (Debtors)	\$1 800.00
Prepaid rent	\$10 000.00
Capital	\$ 7 000.00
Stock at hand	\$ 400.00
Bank loan	\$ 4 200.00
Tools	\$ 300.00
Accounts payable (Creditors)	\$2 600.00
Net profit	\$ 700.00

Using the above balances, prepare a balance sheet for Bravo Bus Service. (20 marks)

QUESTION 4

Explain five (5) reasons which lead to survival of small to medium enterprise (SMEs) despite competition from large established ~~forms~~ *firms*. (20 marks)

QUESTION 5

One of the most important documents required to register a company is a memorandum of Association. Explain any five components of a memorandum of Association. (20 marks)

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QUESTION 6

Assess the extent to which proper pricing will be critical in your business.
(20 marks)

QUESTION 7

Evaluate Risk Management process that entrepreneurs in your community should consider when making decisions.
(20 marks)

QUESTION 8

Outline any five (5) social responsibility activities by an entrepreneur in your community.
(20 marks)

QUESTION 9

Discuss the ten (10) tips of customer care.
(20 marks)

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