



FIJI NATIONAL UNIVERSITY  
College of Agriculture, Fisheries & Forestry  
School of Agricultural Sciences and Forestry  
Department of Forestry  
Trade Diploma in Agroforestry

Trimester I Final Examination - 2018

AGF 507 Agroforestry Business and Entrepreneurship

Time Allowed: 3.00 hours plus (10 minutes reading time) Total Marks: 100

**INSTRUCTIONS:**

This paper consists of 5 pages and 53 questions.

Please check to see that all your paper is complete.

Answer Part I and Part II and Part III in the Answer Booklet provided.

No written or printed material and mobile phones are allowed in the examination hall.

Marks allocated for each question appears at the end of each question or part of.

**PART:**

- I OBJECTIVE TYPE QUESTIONS (40 marks)**  
To be answered ONLY in the Answer Booklet provided. This part consists of 4 sections:  
Section A: Multiple choice Questions. (10 Marks)  
Section B: Matching type. (10 Marks)  
Section C: True or False. (10 Marks)  
Section D: One word Answers (10 Marks)
- II EIGHT (8) OBJECTIVE SHORT ANSWER QUESTIONS. (20 Marks)**  
**II. FIVE (5) SUBJECTIVE QUESTIONS (40 marks)**  
Attempt Only four (4) out of five (5) questions  
**TOTAL OF THIS PAPER (100 MARKS)**

**PART I OBJECTIVE TYPE QUESTIONS (40 Marks)**

**Section A: Multiple Choice Questions.**

**This section consists of 10 questions. Answer in in the Answer Booklet provided. Each question is worth one mark. ONLY WRITE THE LETTER AGAINST THE NUMBER OF THE QUESTION IN THE ANSWER BOOKLET PROVIDED. (10 Marks)**

- 1 The global agenda in entrepreneurship is:
  - a improving standards in business mentoring.
  - b fostering the growth of entrepreneurial ecosystems.
  - c creating self-employment in underprivileged societies.
  - d localising entrepreneurial training.
  
- 2 Records are not useful for:
  - a planning.
  - b gauging performance.
  - c trend analysis.
  - d duplication for filing.
  
- 3 Which of the factors listed below is not a requirement of entrepreneurship initiatives?
  - a Financial resources.
  - b Incubator assistance.
  - c Startup capital.
  - d Land ownership.
  
- 4 A company's vision shows:
  - a financial objectives for the next few years.
  - b a picture of your business in the future.
  - c where the company currently is .
  - d a combination of all three above.
  
- 5 A component of the demographic environment is:
  - a supplier.
  - b age .
  - c company interest.
  - d government law.
  
- 6 A business plan should always have a/an:
  - a vision.
  - b 10 year plan.
  - c different alternative plans.
  - d glossary of terms.

- 7 At the middle of the spectrum and connect of entrepreneurship is:
- a entrepreneurship.
  - b non livelihood farm businesses.
  - c grass root innovative business.
  - d livelihood farm businesses.
- 8 A function of marketing which involves the physical relocation of products and services is:
- a transportation.
  - b grading.
  - c buying.
  - d storage.
- 9 Utility measures ..... of the consumer.
- a satisfaction
  - b purchasing power
  - c income level
  - d interest
- 10 A budget is a ..... plan.
- a human resource
  - b financial resource
  - c physical resource
  - d operational resource

**Section B: This section consists of 10 questions. Write "T" for True or "F" for False beside the number of the question in the Answer Booklet provided. (10 marks)**

- 11 Self-employment is the same as unemployment.
- 12 Fabian entrepreneurs introduce new goods and services and invent new method of production.
- 13 Entrepreneurs are not born they are made by the environment that they grow up in.
- 14 Entrepreneurial businesses are all micro, small or medium scale.
- 15 A decision making unit can also be a customer.
- 16 Cash flow budgeting can only be drawn up as annual budgets.
- 17 Loans are considered as cash flow in.
- 18 Physical planning is always conducted before financial budgeting.

- 19 A breakeven budget shows where profits are equal to zero.  
 20 Human resource managers of a business must always match skills to task to get optimum output.

(10 marks)

**Section C: Matching type. Match the words/phrases in Column A with word/phrases in Column B. Answer in the Answer Booklet provided. ONLY MATCH THE NUMBER WITH THE APPROPRIATE LETTER AND WRITE AGAINST THE QUESTION NUMBER. (10 Marks)**

	Column A		Column B
21	Financial planning	A	Stock
22	Forecasting supply	B	Opportunities and threats
23	Inventory	C	Human resource preplan plans
24	Balance Sheet	D	Planting programme
25	New product phase	E	Strengths and weaknesses
26	Collaborator	F	Assets, owner's equity and liabilities
27	Plan to plan	G	Balance sheet
28	External analysis	H	Unemployment rate
29	Internal Analysis	I	Supplier
30	Physical planning	J	Opportunity Identification

**Section D**

**Fill in the missing words for the following ten (10) questions. Each question is worth 1 mark each Answer in the answer booklet provided. DO NOT WRITE THE WHOLE SENTENCE. ONLY WRITE THE ONE (1) WORD THAT IS MISSING AGAINST THE NUMBER OF THE QUESTION IN THE ANSWER BOOKLET PROVIDED. (10 Marks)**

- 31 ..... marketing is face to face marketing.  
 32 Form is a ..... of marketing.  
 33 Ensuring that the workforce is able to meet its future human resource demand is known as ..... planning.  
 34 Ratios are indicators of .....  
 35 ..... includes all the processes involved in moving a product from the producer to the final consumer.  
 36 Young entrepreneurship scheme (YES) is open to youth within the ages 18 to .....  
 37 An ..... plan outlines the projected achievements for the whole marketing plan strategy for a year.  
 38 Clients are offered services whilst ..... are supplied goods.  
 39 Price, Promotion, Place and ..... are components of the marketing mix.  
 40 An ..... takes account of all stock in a business at a point in time.
- Part II Eight (8) Objective Short Answer Questions. Answer all questions in the Answer Booklet provided. Each question is not of equal value. (20 Marks)**
- 41 Distinguish three components of the SWOT analysis.

(10 marks)

- 42 When is a Situation analysis carried out in business planning? (3 marks)
- 43 Differentiate between Market Information function and Risk Taking function of marketing? (1 marks)
- 44 Differentiate between marketing and selling? (2 marks)
- 45 Distinguish five characteristics of an entrepreneur. (2 marks)
- 46 Differentiate between physical records and financial records in agroforestry entrepreneurship. (5 marks)
- 47 Differentiate between Entrepreneur and Entrepreneurship. (2 marks)
- 48 Discuss why a business's balance sheet must balance. (2 marks)
- 49 Critically discuss the components of the marketing macro environment. (3 marks)

### Part III DESCRIPTIVE TYPE QUESTIONS (40 marks)

There are five (5) descriptive type questions provided, please attempt ONLY four (4) out of five (5) questions and write your answers on the Answer Booklet provided. Answer every question on a new page to facilitate evaluation.

- 49 Critically discuss the components of the marketing macro environment. (10 marks)
- 50 Critically discuss the importance of the entrepreneurial ecosystem and how each component is important. (10 marks)
- 51 Discuss in detail three components of the Business plan. (10 marks)
- 52 With the help of examples compare and contrast imperfect markets and perfect markets. (10 marks)
- 53 Compare and contrast the traditional approach and the growth oriented approach of entrepreneurial development. (10 marks)

**THE END**