

BOWEN UNIVERSITY IWO
COLLEGE OF COMPUTING AND COMMUNICATION STUDIES
COMPUTER SCIENCE PROGRAMME
B. SC. DEGREE FIRST SEMESTER EXAMINATION SESSION: 2023/2024
COURSE TITLE: INTRODUCTION TO ENTREPRENEURSHIP IN COMPUTER
SCIENCE, CYBERSECURITY, SOFTWARE ENGINEERING & INFORMATION
TECHNOLOGY
COURSE CODE: CSC 328, CYB 311, IFT 311, SEN 311
TIME ALLOWED: 2 HOURS COURSE CREDIT: 3 UNIT

Instruction: Answer any other four (4) Questions

Question One

- a. You are a university graduate with a passion for sustainable fashion. You want to start an eco-friendly clothing brand, but you have limited knowledge of the industry. What steps would you take to research and enter this market successfully? **(10 marks)**
- b. Imagine you have a unique idea for a mobile app that could potentially solve a common problem. What are the steps you would take to start your entrepreneurial journey, considering you have limited resources? **(10 marks)**
- c. Explain the difference between Freelancing and Remote Job **(5 marks)**

Question Two

- a. You are considering whether to start a business from scratch or buy an existing one. What are the advantages and disadvantages of each approach, and how would you decide which option is best for you? **(15 marks)**
- b. Identify five of the mindsets an entrepreneur must possess **(5 marks)**
- c. List five platforms an individual can explore for freelancing **(5 marks)**

Question Three

- a. As an entrepreneur, writing a proposal is one way to close the gap between you and your potential customers. It is crucial to persuasively convince people that what you are offering is the best solution in market. In a bid to win the interest of your potential customers, your proposal must not be devoid of some components. Succinctly identify seven (7) of such components. **(7 marks)**
- b. The holy writ asserts "For which of you, desiring to build a tower, does not first sit down and count the cost, whether he has enough to complete it?" As an experienced IT expert who had risen through the ranks in a leading FinTech Company, you consider it ripe for you to kickstart your own IT startup. As such, there is need to clarify your strategy for establishing the startup, identify the potential roadblocks, resources needed and as well, evaluate the viability of your idea. In nine (9) steps, succinctly describe how you intend formulating business plan for your startup. **(18 marks)**

Question Four

- a. A friend of yours, Ariwoayo had a cause to engage in a discourse with his colleagues at Olaniyonu Investment Plc on the need to automate the payment system of the company. While not oblivious of your expertise as a tech consultant, Ariwoayo reached out to you to do a proposal to his workplace. Without ambiguity, develop a proposal that is targeted at meeting the compelling need of payment system automation at Olaniyonu Investment Plc. **(15 marks)**
- b. An argument ensued between you and a professional colleague about the importance of developing a business plan with one arguing for and the other against. To press home your point, give seven (7) justifications for having a business plan before you commence any business. **(7 marks)**
- c. List six (6) characteristics of successful entrepreneurs. **(3 marks)**

Question Five

- a. Having a good understanding of the business life cycle as an upcoming entrepreneur is key to the success of any business. Discuss each element of the business life cycle. A diagram carries additional mark. **(15 marks)**
- b. List ten reasons why one needs to become an entrepreneur. **(10 marks)**

Question Six

- a. As an entrepreneur, there are several software tools that can aid your effectiveness, identify five (5) of such alongside their usefulness. **(15 marks)**
- b. Tech Experts have been discovered to be in high demand across the globe. Remote job opportunities have become the order of the day and virtually every sector is on the lookout for professionals skilled in IT. As a techpreneur, opportunities abound as well. Identify ten (10) business ideas for Tech Experts **(10 marks)**