

Time : 2 1/2 hrs.

Marks : 75

- NOTE:- 1) Attempt all questions.  
 2) Marks are given on the right.  
 3) Give examples wherever necessary.

Q1. (a) State whether True or False : (any eight) (8)

1. Entrepreneurs fear taking risk.
2. Social entrepreneur is driven by profit motive.
3. Innovation and invention mean the same thing.
4. Scheduling involves preparation of time table.
5. Working capital is required for payment of recurring expenses.
6. Letter of credit is the most popular method of payment in foreign trade.
7. Microfinance is the provision of financial services such as loans, savings and insurance.
8. Project report is summary of project planning.
9. Provisional Registration Certificate is given for the pre-operative period to get the term loan and working capital.
10. Mc Donald does not follow a franchise model.

Q1. (b) Match the following : (any seven) (7)

	A		B
1	X-efficiency theory	A	Conducts training program
2	Oldest form of business	B	Women entrepreneurs
3	SISI	C	Rs. 5 crores
4	Milestones	D	Manufactures parts and components
5	Small manufacturing enterprise	E	Product ,price,place and promotion
6	Peer to Peer lending	F	Harvey Libenstein
7	Dual responsibility	G	Established for agriculture and rural development.
8	Ancillary unit	H	Sole proprietorship
9	Marketing mix	I	Financial innovation
10	NABARD	J	Measurable

Q2 (a) Elucidate the qualities of an Entrepreneur. (7)

(b) Explain the theory of Profit by knight. (8)

OR

Q2 (c) Explain the role of Entrepreneurial culture in economic development. (7)

(d) Who is an Intrapreneur? Explain the advantages and disadvantages of an Intrapreneur. (8)

Q3 (a) Write a note on BPO as an option available to an Entrepreneur. (7)

XYGAF

(b) How are Entrepreneurs classified according to motivation and use of technology? (8)

OR

Q3 (c) What is SWOT analysis? (7)

(d) How can business ideas be generated? (8)

Q4 (a) What elements should a business plan incorporate? (15)

OR

Q4 (c) Explain the role of SIDBI in development of SMEs. (7)

(d) Mention in brief various sources of funding for start up ventures. (8)

Q5 (a) What factors influence requirements of fixed capitals? (7)

(b) Explain the need for Entrepreneurship development. (8)

OR

Q5 (c) Write a short note on-(Any 3) (15)

- (1) Innovation.
- (2) Methods of marketing
- (3) Sources of idea generation
- (4) Mergers and Aquisitions
- (5) E-Commerce