

Time: 2½ Hours

- Note: 1. All questions are compulsory with internal options.
2. Figures to the right indicate full marks.
3. Draw neat diagram wherever necessary.

Q.1 (A) Fill in the blanks with the correct answer from the alternatives given below. (08)
(Attempt any 8)

1. Which of these is not a type of entrepreneurship?
 - A. Small Business Entrepreneurship
 - B. Scalable Entrepreneurship
 - C. Large Scale Entrepreneurship
 - D. Intrapreneurship
2. Which of these actions of an entrepreneur will most likely result in creative destruction?
 - A. Developing a new product.
 - B. Taking over a competitor's business
 - C. Issuing shares to individuals and institutions
 - D. Lowering the prices of your product or services
3. An entrepreneur who is the owner of more than one business is called _____.
 - A. Portfolio Entrepreneur
 - B. Intrapreneur
 - C. Corporate Entrepreneur
 - D. None of the Above
4. What is the purpose of a feasibility study for starting a new venture?
 - A. Exploring for potential customers
 - B. Estimate sales
 - C. To understand if there are any barriers to success
 - D. None of the above
5. According to Schumpeter, innovative entrepreneurs would _____.
 - A. Thrive in the market
 - B. Not survive and disappear from the market
 - C. Get absorbed within larger innovative businesses
 - D. Get absorbed within non-innovative businesses
6. Ownership position of more than 50 percent in a business is known as:
 - A. Minority Interest
 - B. Joint Venture
 - C. Majority Interest
 - D. None of the Above
7. Which of these is not a challenge for the entrepreneur?
 - A. Managing the cash flow of their business
 - B. Recruiting new employees
 - C. Choosing the product or service to sell in the market
 - D. Formulating rules and regulations relating to conducting entrepreneurship in their country
8. These decisions are concerned with policy matters, and they influence the goals and objectives of a business venture _____.
 - A. Routine decisions
 - B. Strategic decisions
 - C. Organisational decisions
 - D. Personal decisions
9. Which of these theories involve taking a moderate amount of risk as a function of skill and not chance?
 - A. Need for achievement.
 - B. Need for affiliation.
 - C. Need for authority.
 - D. Need for independence.
10. Entrepreneurship development program is helpful for _____.
 - A. First-generation entrepreneurs
 - B. Future generation entrepreneurs
 - C. Existing Entrepreneurs
 - D. None of the above



(B) State whether the following statements are true or false.

(07)

(Attempt any 7)

1. Many people view entrepreneurship as a less attractive career path.
2. A successful entrepreneur always finds a way to do things faster using fewer resources and at a lower cost.
3. For many entrepreneurs, the hardest times they face are shortly after they have launched their business.
4. According to Adam Smith, an entrepreneur is a person who acts as an agent in transforming demand into supply.
5. The word 'entrepreneur' comes from the French word '*entreprendre*' which describes people who take no risks.
6. Entrepreneurs are usually moderate risk takers.
7. An entrepreneur will face problems and issues with others indirectly.
8. Firm with an entrepreneurial spirit are proactive, innovative, and risk-taking.
9. Entrepreneurs place high priority on completing tasks.
10. A successful entrepreneur has a strong belief in himself and his own abilities to get work done.

Q.2 A. Explain the Meaning and features of an entrepreneur. (07)

B. Discuss the concept of EDP (Entrepreneurial Development Program) in detail. (08)

OR

Q.2 A. Explain the importance of innovation in entrepreneurship. (07)

B. Explain the role of marketing channel. (08)

Q.3 A. Explain the factors that have led to the growth of women entrepreneurs in India. (07)

B. Explain David McClelland's theory of high achievement. (08)

OR

Q.3 A. Explain the functions of marketing. (07)

B. Explain the methods of generating new ideas for entrepreneurs. (08)

Q.4 A. What are the external influences on entrepreneurship development? (07)

B. List and explain the problems faced by women entrepreneurs in India. (08)

OR

Q.4 A. What is environmental scanning and SWOT analysis? (07)

B. What is franchising model of business? Discuss its advantages and limitations. (08)

Q.5 A. Definition and characteristics of entrepreneurship. (07)

B. Explain the steps in preparing a business plan. (08)

OR

Q.5 Write short notes on (Attempt any 3) (15)

- (1) Qualities of an entrepreneur.
- (2) Self-Help groups.
- (3) Agricultural entrepreneur.
- (4) Entrepreneurship development.
- (5) Innovation in business.

