

[Time: 2:30 Hours]

[Marks:75]

Please check whether you have got the right question paper.

- N.B:**
1. Attempt all questions.
 2. Figures to the right indicates full marks

Q1.A. State whether the following statements are True or False (Attempt any 8) (8 Marks)

1. Political factors have no influence on entrepreneurship
2. Innovation and Invention mean the same thing
3. Scheduling involves preparation of time table
4. Technological changes can pose a risk to existing businesses
5. Working capital is required for payment of recurring expenses
6. Economic conditions do not have any impact on entrepreneurs
7. Fixed capital can be raised through public issue of shares
8. Research & development have no role to play in entrepreneurship development
9. Franchise and Merger mean one and the same thing
10. Letter of credit is the most popular method of payment in foreign trade

Q1. B. Match the Column (Attempt any 7)

(7 Marks)

1. Fixed capital	a. McClelland
2. Manufacturer-Consumer	b. Management Information System (MIS)
3. Theory of High Achievement	c. Function of entrepreneur
4. Oldest form of business ownership	d. Promotes Creativity
5. Risk & Uncertainty	e. Women entrepreneurs
6. Milestones	f. Easy entry in overseas market
7. Dual responsibility	g. Direct channel of distribution
8. Market Research	h. Measurable
9. Support from top management	i. Long term capital
10. Acquisition	j. Sole proprietorship

QII. A. Explain the need for Entrepreneurship Development.

(8 Marks)

B. Elucidate on the qualities of an entrepreneur.

(7 Marks)

OR

QII. C. Explain the 'Innovation Theory of Entrepreneurship'

(8 Marks)

D. Do socio-cultural influences have an impact on entrepreneurship?

If so, Explain.

(7 marks)

QIII. A. Who is an Intrapreneur? How can companies encourage the development of intrapreneurs. (8 Marks)

B. Explain the problems faced by women entrepreneurs (7 Marks)

OR

QIII. C. What is social entrepreneurship? Explain its importance (8 Marks)

D. Write a note on *Business Process Outsourcing* as an option available to an entrepreneur (7 Marks)

QIV. A. How can business ideas be generated? (8 Marks)

B. Explain briefly the Entrepreneurship Development Cycle (7 Marks)

OR

QIV. C. What is the significance of a Business Plan? (8 Marks)

D. Explain briefly the steps in setting up a business venture (7 Marks)

QV. Write short notes (any 3) (15 Marks)

1. SWOT analysis
2. Methods of Marketing
3. Entrepreneurial Development Program
4. Self Help Groups
5. Creativity
