

END TERM EXAMINATION

SIXTH SEMESTER [BBA] MAY-JUNE-2015

Paper Code: BBA306

Subject: Entrepreneurship Development

BBA(TTM/MOM)306

Time : 3 Hours

Maximum Marks :75

Note: Attempt any five questions.

- Q1. Write short notes on the following: **(3x5=15)**
- (a) Innovation and Entrepreneurship
 - (b) Barriers to Entrepreneurship
 - (c) Venture Capital
 - (d) Entrepreneur and Intrapreneur
 - (e) Franchising
- Q2. Discuss the role of an entrepreneur in the economic growth of a country? Describe how entrepreneurship brings socio-economic development of a country? Give an example. **(15)**
- Q3. (a) What are the essential qualities of an entrepreneur? Explain in details. **(7)**
- (b) What is Entrepreneurship Development Programme (EDP)? Why is EDP needed? **(8)**
- Q4. Explain in details the steps needed to start an enterprise. **(15)**
- Q5. Discuss the role of Start-ups in the current economic scenario. How does the financial structure need to align themselves to finance the start-ups? Name a few financial institutions for funding the start-ups. **(15)**
- Q6. Discuss how an entrepreneur can bring more value addition to his enterprise by innovation. Give an example of an innovation driven enterprise in support. **(15)**
- Q7. (a) In the light of "Make in India" call of the Prime Minister of India discuss the role an entrepreneur. **(7)**
- (b) Describe various incentives that are provided to the entrepreneurs engaged in exports. **(8)**
- Q8. (a) Name a few agencies of Government of India engaged in promotion of Entrepreneurship Development. **(6)**
- (b) Write a short note on market survey and demand analysis. **(9)**

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SIXTH SEMESTER [BBA] MAY-JUNE 2016

Paper Code: BBA-306 BBA(TTM)-306 BBA(MOM)-306	Subject: Entrepreneurship Development
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Time: 3 Hours	Maximum Marks: 75
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Note: Attempt any five questions. All questions carry equal marks.

- Q1 Differentiate between Entrepreneur and Entrepreneurship. What are different theories of Entrepreneurship explaining the concept of Entrepreneurship? Discuss them in brief.
- Q2 "To start a business, one only require is an IDEA". Do you agree? What are the sources of Ideas generation and the procedure followed to screen the ideas to shortlist one for commercial development.
- Q3 What are EDPs? What is their relevance In promoting Entrepreneurial Behaviour? What are the activities as a part of EDP conduction?
- Q4 Write notes on the following:-
(a) Psycho-theories of Entrepreneurial Behaviour
(b) Organisations helpful in giving grant for conduct of EDP's.
- Q5 What are the different sources of financing of a new unit? What documents are required to raise funds from these sources? Discuss the procedure in brief with examples.
- Q6 How Entrepreneurship results in Economic Growth of a Country? Explain the factors with relevant examples.
- Q7 Discuss the role of Entrepreneur in Export promotion and Import Substitution in Indian context. What steps are involved in doing export from our country? Discuss in brief.
- Q8 Explain the forces which have been instrumental for the emergence of entrepreneurial class in context of India. Give examples to support your answer.

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SIXTH SEMESTER [BBA] MAY-JUNE 2017

Paper Code: BBA-306

Subject: Entrepreneurship Development

BBA(MOM)-306

BBA(TTM)-306

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions. All questions carry equal marks.

- Q1 (a) Who is an Entrepreneur? What are unique characteristics and capabilities of an Entrepreneur? Discuss in brief.
(b) Discuss few theories of Entrepreneurship as given by Ducks, Schunter etc. in brief.
- Q2 "To start a business, it is IDEA that is needed not money." Discuss the statement in the light that how to identify opportunities for starting business. Give an illustrative list of few business ideas.
- Q3 Explain the procedure involved in establishment of a new unit in India. What Registrations are required? Explain the steps involved with documentation requirements.
- Q4 What are the sources of funds for a start up in India? Discuss these sources mentioning their relative merits and demerits.
- Q5 What are EDPs? How are these organised? Discuss the stages and activities involved in EDPs?
- Q6 Discuss the role of an Entrepreneur in bringing about Economic Growth of a country. How economic growth takes place with the growth of Entrepreneurship in any country? Explain with examples.
- Q7 Discuss the impact of recent demonetization on the entrepreneurial development in India. Explain your answer with suitable examples.
- Q8 Write notes on:-
(a) Social Responsibilities of an Entrepreneur. <https://www.ggsipuonline.com>
(b) How to Understand Entrepreneurial Behaviour of a person.
(c) Role of entrepreneur in export promotion and import substitution

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SIXTH SEMESTER [BBA] MAY-JUNE 2018

Paper Code: BBA-306

Subject: Entrepreneurship Development

BBA(TTM)-306

BBA(MOM)-306

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions. All questions carry equal marks.

- Q1 Write short notes on **any three** of the following:-
(a) Entrepreneurial Attitude
(b) Venture Capital
(c) Business Risk
(d) Women Entrepreneurs
(e) Franchising
- Q2 Development requires resources but resources alone do not produce development? Explain the functions of entrepreneur in the light of this statement.
- Q3 Describe the phases of an Entrepreneurship Development Programme (EDPs)? How should an EDP be evaluated?
- Q4 "Continuous interaction between knowledge, strategy and action is needed to develop an enterprise". Comment using the Enterprise Process Model.
- Q5 (a) "Most of the business opportunities exist in the environment". Explain.
(b) Discuss the role of Entrepreneurs in export promotion and import substitution.
- Q6 Define business planning and prepare a proposed business plan on behalf of a small entrepreneur.
- Q7 What is the meaning of Innovation according to Schumpeter? What type of changes results from Innovation.
- Q8 (a) State the concept of social responsibility. Also explain the major areas of social responsibility of a business.
(b) What is meant by Balanced Regional Development? How does entrepreneurship helps in achieving the same?

END TERM EXAMINATION

SIXTH SEMESTER [BBA] APRIL- MAY 2019

Paper Code: BBA 306

Subject: Entrepreneurship Development

BBA(TTM) 306

BBA(MOM) 306

Time : 3 Hours

Maximum Marks : 75

Note: Attempt any five questions. All questions carry equal marks.

- Q1/ What is mean by entrepreneurship? Explain the need and importance of entrepreneurship in the context of the Indian economy.
- Q2. What are the psychological needs identified by McClelland? Why is the need for achievement stronger among creative entrepreneurs?
- Q3. What is meant by business opportunity? An idea that is not assed for its opportunity potential may fail in business. Comment on this statement citing suitable examples.
- Q4. What is venture capital? Who provides it? Explain the role of venture capital in entrepreneurial development.
- Q5/ Explain the concept of creativity and innovation. How are they interrelated? Briefly discuss the various sources of innovation.
- Q6. What is meant by Entrepreneurship Development Programme (EDP)? Explain.
a) the need of EDP; b) pre-training phase of EDP and c) evaluation of EDPs.
- Q7. Case study
"Ethics is good business" is the motto of PHD chamber of commerce and industry. A large number old business houses such as Ranbaxy, DCM Shriram, Apeejay Satya Group, Ansal Group, Atlas cycles etc. have endorsed the code of ethics adopted by PHD chamber of commerce and industry this code is reproduced below:
- Code of Ethics by PHD chamber of commerce and industry: It is believed that the best way of promoting high standard of business practice is through self-regulation. Business should be conducted in a manner that it earns the goodwill of all concerned through quality, efficiency, transparency and good values. This code has been designed as voluntary guideline to achieve these objectives:
- Be truthful and realistic in stating claims
 - Be responsive to customer needs and concerns
 - Treat all stakeholders fairly and with respect
 - Protect and promote the environment and community interest.
- a) What message is conveyed by the slogan "ethics is good business".
b) With help of examples state the common unethical practices undertaken by business firms.
- Q8. Write short notes on any two of the following:
a) The role of entrepreneurship in export promotion.
b) Legal requirements of establishment of a new firm.
c) Impact of socio-economic factors on growth of entrepreneurs.
