TIME : 3 Hrs.   **MAX MARKS: 70**

GENERAL INSTRUCTIONS:

(i)   Answers to questions carrying 1 mark may be from one word to one sentence.
(ii)   Answers to questions carrying 3 marks may be from 50 to 75 words.
(iii)   Answers to questions carrying 4-5 marks may be about 150 words.
(iv)   Answers to questions carrying 6 marks may be about 200 words.
(v)   Answer all parts of a question together.
(vi)   All questions are compulsory.

Section-A - Objective Type Questions (OTQs/MCQ's)
(1 mark each)

1. These functions are aimed at making the venture a success and to increase its profit earning capacity :
    (a) Managerial   (c) Promotional
    (b) Commercial   (d) Entrepreneurial
2. New entrepreneurs believe in several myths related to entrepreneurship :
    (a) Starting a new business is very easy
    (b) It takes a lot of money to finance a new business
    (c) Banks don't lend money to start-up
    (d) All of the above
3. The entrepreneur is the --------- and entrepreneurship is the -----------------
4. General format of business plan include:
    (a) Business venture   (c) Problem identification
    (b) Customer scenario   (d) feasibility study
5. Who invented pencillin?
6. Name any two social entrepreneurs.
7. Entrepreneurs are gifted with the ability of identifying problems and providing their solutions in a common way. True/False.
8. Physical factors are the factors which result in loss or damage to the property of the firm. True/False?
9. What do you understand by the term ethics?
10. Technical entrepreneurs are not concerned with the technique of production but they concentrate on marketing. True/False.
11. Who is a social entrepreneur?
12. Name the most important core value which is found in majority of entrepreneurs..
13. There are two approaches to generate ideas. Name them.
14. Give the full form of SIDBI AND MSME.
15. Name any two institution involved in Entrepreneurship Development Programme.
16. Entrepreneurship is the need for a country, justify with the help of any two points.

17. Pankaj wants to start his own business after completing his studies. State any two barriers that he can be expected to face.

Section-B (Short Answer – I)
(2 marks each)

18. Give an example describing the role of technology in making the complex process easier.

OR

   Mention the features of problem solvers.

19. What is the importance of intrapreneur in an organisation?
20. To check the feasibility of an idea, a number of feasibility studies are conducted. Explain the term feasibility study.

21. Write a note on business incubation.
22. Why are imitative entrepreneurs are also revolutionary and important?
23. Explain the concept of entrepreneurs with the help of a diagram.
24. How do systematic planning and persistence help entrepreneurs become effective leaders?

Section- C (Short Answer – II)
(3 marks each)

25. How an enterprise gives benefit to society, country and an entrepreneur?
26. 'Entrepreneurs cannot survive and grow without fulfilling the ethical responsibility of society'. Explain
27. Explain any three elements require for a successful business plan.

OR

   Discuss the following elements of Maslow's hierarchy of needs theory:
   (i) Self actualization needs
   (ii) Ego and esteem needs
   (iii) Social and belongingness and love needs
28. What are the three conditions to make a successful business idea?
29. Explain any three internal factors which lead to business risk.

Section- D (Long Answer – I)
(4 marks each)

30. Explain the features of feasibility study..
31. Why are entrepreneurs called agents of progress for a nation? What role do they play in the Nation's development?
32. What do you mean by the term 'entrepreneur'? Explain the types of entrepreneurs given by C. Danhoff. (any three)

OR

   Explain any six essential attitudes of an entrepreneur.

Section- E (Long Answer – II)
(6 marks each)

33. Gautam, is a young underemployed youth belonging to the backward village of Rampur. His friends advise him to start a business saying that there are many government schemes launched for the development of entrepreneurs in the country. Is the assertion of Gautam's friend correct? State by giving reasons. And explain any three schemes which is offer by government to enterprises.

34. Mehak wants to start a textile unit near Gurgaon. Discuss the entrepreneurial functions which she will require to plan and prepare for the same.

<div align="center">OR</div>

(i) "To everything in life, there are advantages and disadvantages; entrepreneurship is an exception". As a matter of fact, entrepreneurship involves a lot of risk taking". Explain any three disavantages of entrepreneurship.

(ii) Describe the process of entrepreneurship after 'raising start-up capital'.

****