



# MAULANA ABUL KALAM AZAD UNIVERSITY OF TECHNOLOGY, WEST BENGAL

Paper Code : OE-AUE 812B Entrepreneurship Development

UPID : 008323

Time Allotted : 3 Hours

Full Marks : 70

*The Figures in the margin indicate full marks.*

*Candidate are required to give their answers in their own words as far as practicable*

## Group-A (Very Short Answer Type Question)

1. Answer *any ten* of the following :

[ 1 x 10 = 10 ]

- (I) India embarked on a massive programme of entrepreneurship development in 1991. (True/False)
- (II) Micro enterprises are more labour intensive and less capital intensive. (True/False)
- (III) Tax benefits are given to the new small scale enterprises only. (True/False)
- (IV) The first industrial policy of India was declared in 1947. (True/False)
- (V) Only a capitalist is the entrepreneur. (True/False)
- (VI) Factoring is a source of short term loans. (True/False)
- (VII) The analysis used to analyse each identified project or opportunity is called ..... analysis.
- (VIII) The amount which is needed in shorts intervals again and again to invest in current assets is called ..... Working capital.
- (IX) When two existing enterprises are merged and are run as a new enterprise with new name, such merger is called .....
- (X) Rivalry between two brothers- Mukesh Ambani and Anil Ambani in the context of family business is termed as ..... rivalry.
- (XI) The duration of an EDP is generally for a period of \_\_\_\_\_  
(A) 3 weeks (B) 4 weeks (C) 5 weeks (D) 6 weeks
- (XII) Project selection starts from where project ..... ends.

## Group-B (Short Answer Type Question)

Answer *any three* of the following :

[ 5 x 3 = 15 ]

2. Explain five characteristics of a successful entrepreneurs. [5]
3. Discuss the need for policy support to small scale enterprises. [5]
4. List out the various stages involved in formation of business plan. [5]
5. Explain the objectives of entrepreneurial development programs (EDP). [5]
6. Distinguish between gross working capital and net working capital. [5]

## Group-C (Long Answer Type Question)

Answer *any three* of the following :

[ 15 x 3 = 45 ]

7. (a) Describe the types of entrepreneurs. Which one do you think the most suitable for India. [ 8 ]  
(b) Distinguish between an entrepreneur and a manager. [ 7 ]
8. (a) Define entrepreneurial motivation. [ 5 ]  
(b) Discuss the major theories of entrepreneurial motivation. [ 10 ]
9. (a) State the essential elements of a good business plan. [ 8 ]  
(b) Discuss the common errors made in writing a business plan that make it failure or poor. [ 7 ]
10. (a) State the need for institutional finance for small enterprises. [ 6 ]  
(b) Which are the institutions providing institutional finance to small enterprises/ entrepreneurs? [ 9 ]
11. (a) What is the meaning of mergers and acquisitions? [ 5 ]  
(b) What are the reason behind opting for merger and acquisitions? [ 5 ]  
(c) Discuss the various types of mergers and acquisitions. [ 5 ]

\*\*\* END OF PAPER \*\*\*