



**SIDDARTHA INSTITUTE OF SCIENCE AND TECHNOLOGY: PUTTUR  
(AUTONOMOUS)**

Siddharth Nagar, Narayanavanam Road –517583

**QUESTION BANK (OBJECTIVE)**

**Subject with Code: Entrepreneurship Development (20HS0815)**

**Course & Branch: B.Tech – Common to all**

**Regulation:R20**

**Year & Sem: IV-B.Tech &I-Sem**

## UNIT - 1

<b>1.</b>	Who runs a business is called an-----.						[ <b>C</b> ]
	A)	Enterprise	B)	Creator	C)	Entrepreneur	D) Innovator
<b>2.</b>	An entrepreneur is a person who perceives a need and then brings together						[ <b>B</b> ]
	A)	Existing products and services	B)	Resources	C)	Distribution Channels	D) Consumers
<b>3.</b>	The concept of entrepreneurship is an age-old phenomenon that relates to the						[ <b>D</b> ]
	A)	Merger	B)	Minority Interest	C)	Joint venture	D) Vision
<b>4.</b>	Entrepreneurship is a creative and innovative response to the						[ <b>A</b> ]
	A)	Environment	B)	Government	C)	Subsidy	D) Benefit
<b>5</b>	Entrepreneurship culture implies						[ <b>B</b> ]
	A)	Middle ages	B)	Set of values	C)	Set of demand	D) Scope
<b>6</b>	An entrepreneur seeks the						[ <b>C</b> ]
	A)	Time	B)	Resources	C)	Opportunities	D) Work
<b>7</b>	The word „entrepreneur“ is derived from						[ <b>B</b> ]
	A)	French	B)	Latin	C)	English	D) Habbit
<b>8</b>	In 17th century the word „entrepreneur“ was used for						[ <b>A</b> ]
	A)	Civil engineering	B)	Business	C)	Government	D) Exporting
<b>9</b>	The French economist Cantillon, the first to introduce the term entrepreneur						[ <b>D</b> ]
	A)	Boss	B)	Owner	C)	Manager	D) Agent
<b>10</b>	Entrepreneurs perform a vital function in						[ <b>C</b> ]
	A)	New business model	B)	Anatomization	C)	Economic development	D) Creative destruction
<b>11</b>	New combination of productive factors is called						[ <b>C</b> ]
	A)	Entrepreneurship	B)	Hyper competition	C)	enterprise	D) Organizational culture
<b>12</b>	The entrepreneur“s functions to combine the productive factors						[ <b>A</b> ]
	A)	Bring them together	B)	Intrapreneurship activity	C)	Act of stating a new venture	D) Offering new products by an existing company
<b>13</b>	-----as the function .of an entrepreneur						[ <b>D</b> ]
	A)	Moral-support network	B)	Role model	C)	Professional support network	D) Innovation
<b>14</b>	“No entrepreneur, no development”.						[ <b>A</b> ]
	A)	Kilby	B)	Henry	C)	Keller	D) Aryasri
<b>15</b>	Entrepreneur in decision making under conditions of						[ <b>D</b> ]
	A)	Financial status	B)	Qualification	C)	Social status	D) Uncertainty
<b>16</b>	An entrepreneur is neither a technician nor a financier, but he is considered an						[ <b>B</b> ]
	A)	Person	B)	Innovator	C)	Federal government	D) Consumers
<b>17</b>	ILO describes that entrepreneur are						[ <b>A</b> ]
	A)	Person	B)	Business man	C)	Social servicer	D) Wealth creator
<b>18</b>	Entrepreneurs are----- oriented						[ <b>C</b> ]
	A)	Innovation	B)	Speed	C)	Action	D) Products

19	Entrepreneurship is							[ D ]
	A)	Idea Stage	B)	Product Planning Stage	C)	Product Development Stage	D)	Refers to a process
20	He should be a pioneer, a captain of							[ D ]
	A)	Accountant	B)	Company	C)	Owner	D)	Industry
21	An entrepreneur should be intelligent							[ C ]
	A)	To identify possible sources of Funds	B)	To see if there are possible barriers to Success	C)	To be intelligent	D)	To explore potential Customers
22	An entrepreneur should have a clear							[ B ]
	A)	Location	B)	Objectives	C)	Raw materials	D)	Labor skills
23	An entrepreneur must be able to guard business							[ D ]
	A)	Performance and Credit Rating Scheme	B)	Zero Defect Zero Effect Certification	C)	Performance and Economy Rating Scheme	D)	Secrets
24	The “gift of the gab” is a must for a successful							[ D ]
	A)	Enterprise	B)	Person	C)	Owner	D)	Entrepreneur
25	The entrepreneur must have a reasonable level of technical knowledge							[ D ]
	A)	Conceptual skill	B)	Technical knowledge	C)	HR skill	D)	None of the Above
26	An entrepreneur should have the capacity to							[ D ]
	A)	Monitor	B)	Work	C)	Plan	D)	Analyze
27	An entrepreneur should be prepared to accept							[ C ]
	A)	Profit	B)	Success	C)	Failure	D)	None of the above
28	Success of an entrepreneur demands the ability to							[ D ]
	A)	Short span of time	B)	Professional Managers	C)	Good plan	D)	Work long hours
29	Self employment refers to full time involvement in ones							[ D ]
	A)	Job	B)	Govt job	C)	Private occupation	D)	Own occupation
30	All entrepreneurs are							[ B ]
	A)	Owner B	B)	Self-employed	C)	Jobbers	D)	All the above
31	An entrepreneur is a person who takes							[ B ]
	A)	Aptitude	B)	Risk	C)	Scope	D)	Idea
32	A women entrepreneur is defined as an enterprise owned and controlled by woman having a minimum financial interest of							[ A ]
	A)	51 %	B)	52 %	C)	50 %	D)	100 %
33	Prime Minister Rojgar Yojana and EDPs were introduced to develop entrepreneurial qualities among							[ A ]
	A)	Rural women	B)	Women	C)	Male	D)	City women
34	Corporate entrepreneurship programs should produce							[ A ]
	A)	Ideas	B)	Employee	C)	business	D)	Entrepreneur
35	Employees are an organization’s greatest							[ C ]
	A)	Risky	B)	Uncertain Income	C)	Asset	D)	Problem
36	Implementing a corporate entrepreneurship program and producing successful innovations may require a change in the							[ B ]
	A)	Can choose a business of Interest	B)	Structure of the business	C)	Make a lot of money	D)	You will make decisions alone
37	A social entrepreneur is a person who pursues novel applications that have the potential to solve							[ A ]
	A)	Community-based problems.	B)	Wholesaling problems	C)	Retailing	D)	Service oriented problems
38	A social entrepreneur is interested in starting a business for greater social good and not just the pursuit of							[ D ]
	A)	Job	B)	Earning	C)	Income	D)	Profit

39	Intrapreneurship is a system that allows an employee to act like an entrepreneur within a								[ A ]
	A)	Company	B)	Wholesaling C	C)	Retailing	D)	Service	
40	A Social Entrepreneurship is an organization which uses business methods to address a								[ A ]
	A)	Social problem	B)	Personal problem	C)	Govt problem	D)	Business problem	

ANSWERS:

1	2	3	4	5	6	7	8	9	10
C	B	D	A	B	C	B	A	D	C
11	12	13	14	15	16	17	18	19	20
C	A	D	A	D	B	A	C	D	D
21	22	23	24	25	26	27	28	29	30
C	B	D	D	D	D	C	D	D	B
31	32	33	34	35	36	37	38	39	40
B	A	A	A	C	B	A	D	A	A

## UNIT – 2

1.	Entrepreneurial behaviors includes:							[ D ]
	A)	Solving problems	B)	Taking initiatives	C)	Taking responsibility	D)	All of above
2.	Entrepreneurs attributes includes:							[ D ]
	A)	Preservence	B)	Hard working	C)	Determination	D)	All of above
3.	Entrepreneurs skills includes:							[ D ]
	A)	Creative problem solving	B)	Persuading	C)	Negotiation	D)	All of above
4.	The term “entrepreneurs” was applied to business initially by the French economist in the 18 <sup>th</sup> century:							[ A ]
	A)	Cantillon	B)	Jan Tinbergen	C)	J.S.Mill	D)	None of above
5	Which business function do experts agree, you should focus on first when preparing to start a business.							[ B ]
	A)	Financing	B)	Marketing vision	C)	Operation	D)	None of above
6	Which of the following is not something that can be invested:							[ B ]
	A)	Energy	B)	Expertise	C)	Money	D)	Time
7	From the following which one is factor affecting entrepreneurial growth:							[ D ]
	A)	Social	B)	Economic	C)	Psychological	D)	All of above
8	What is the need of entrepreneurship:							[ B ]
	A)	For new innovation	B)	To fill gap in growth	C)	For healthy competition	D)	All of above
9	Which one of the following is the process of entrepreneur developing new products that over time make current products obsolete?							[ C ]
	A)	New business model	B)	Anatomization	C)	Creative Destruction	D)	None of above
10	The level at which an individual is viewed by society is called:							[ C ]
	A)	Financial status	B)	Qualification	C)	Social Status	D)	Achievement
11	From the following which one is not classification of entrepreneurs according to the types of business:							[ D ]
	A)	Wholesale trade	B)	Retail trade	C)	Exporter	D)	Rural entrepreneur
12	From the following which one is the classification of entrepreneurs according to gender and age.							[ D ]
	A)	Men entrepreneurs	B)	Women entrepreneurs	C)	Young entrepreneurs	D)	All of above
13	Basic problems of women entrepreneurs in India:							[ D ]
	A)	Lack of education skill	B)	Male dominating society	C)	Absence of listen bearing capacity	D)	All of the above
14	From the following, types of entrepreneur are:							[ D ]
	A)	Innovating entrepreneur	B)	Initiative entrepreneur	C)	Drone entrepreneur	D)	All of above
15	Which one is not the barriers of Entrepreneurship:							[ C ]
	A)	Lack of technical skills	B)	Political instability	C)	Technical knowledge	D)	Time pressure and distractions
16	The key factor influencing the mobility of entrepreneurs are:							[ D ]
	A)	Resources	B)	Experience and Education	C)	Language and culture	D)	All of above
17	It's an institution to set up a network of technical consultancy organizations in the country.							[ A ]
	A)	TCO	B)	).ITC	C)	EGB	D)	None of above
18	An Entrepreneurs refers to :							[ D ]
	A)	Initiator	B)	Motivator	C)	Visualizer	D)	All of above
19	Which of the following factor influence entrepreneurship:							[ D ]
	A)	Technical Knowledge	B)	Entrepreneurial training	C)	Local manpower	D)	All of above

20	From the following which ones is the quality of Entrepreneur:							[ D ]
	A)	Initiator	B)	Information Seeker	C)	Motivator	D)	All of above
21	Small scale industries (SSIs) also known as MSMEs are defined & categorized by the Micro, Small & Medium Enterprises Development Act							[ A ]
	A)	2006	B)	2007	C)	2008	D)	2009
22	Who is the present Minister of Micro, Small and Medium Enterprises?							[ B ]
	A)	Karan Singh	B)	Nitin Gadkari	C)	Virbhadra Singh	D)	Abhishek Singh
23	Name the institution which was set up in 1982 to promote integrated rural development							[ B ]
	A)	NSIC	B)	NABA RD	C)	SIDBI	D)	NCEUS
24	Name the institution which is set up as an apex bank to provide direct or indirect financial assistance under different scheme.							[ A ]
	A)	SIDBI	B)	NSIC	C)	RSBDC	D)	None of the above
25	Investment in equipments service sector in Micro scale industry should be							[ A ]
	A)	Up to 10 Lacs	B)	10Lacs – 2 Crores	C)	2 Crores – 5 Crores	D)	None of the above
26	Investment in equipments in service sector in small scale industry should be							[ B ]
	A)	Up to 10 Lacs	B)	10Lacs – 2 Crores	C)	Crores – 5 Crores	D)	None of the above
27	Investment in equipments in service sector in Medium scale industry should be							[ C ]
	A)	Up to 10 Lacs	B)	10Lacs – 2 Crores	C)	2 Crores – 5 Crores	D)	None of the above
28	Investment in plant and machinery/ equipment (excluding land and building).w.r.t. Manufacturing sector in Micro industry should be							[ A ]
	A)	Up to 25 Lacs	B)	25Lacs – 5 Crores	C)	5 Crores – 10 Crores	D)	None of the above
29	Investment in plant and machinery/ equipment (excluding land and building).w.r.t. Manufacturing sector in Small industry should be							[ B ]
	A)	Up to 25 Lacs	B)	25Lacs – 5 Crores	C)	5 Crores – 10 Crores	D)	None of the above
30	Investment in plant and machinery/ equipment (excluding land and building).w.r.t. Manufacturing sector in Medium industry should be							[ C ]
	A)	Up to 25 Lacs	B)	25Lacs – 5 Crores	C)	5 Crores – 10 Crores	D)	None of the above
31	_____ is a specialized firm that finances young, start up companies							[ A ]
	A)	Venture capital firm	B)	Finance company	C)	Small business finance co	D)	Capital creation co.
32	Venture capital firms are usually organized as							[ D ]
	A)	Corporation	B)	Non-profit organisation	C)	Closed- end mutual funds	D)	Limited partnership
33	Which of the following is a characteristics of Venture capital firms							[ A ]
	A)	Developing portfolio of companies	B)	Allowing firm to use the funds as they see fit	C)	Having a short term investment horizon	D)	Holding Debts in the firm that are funded
34	The source of venture capital funding has							[ A ]
	A)	Shifted from wealthy individuals to pension funds and corporations.	B)	Shifted from pension funds and corporations to wealthy individuals.	C)	Decreased since 1990.	D)	None of the above.
35	Which of the following is not a characteristic feature of venture capital firms?							[ A ]
	A)	Funding just one or a small number of firms	B)	Holding equity in the firms that are fund	C)	Having a long-term investment horizon.	D)	Providing advice and assistance to the firms that are fund
36	The largest industry group receiving venture capital funding is							[ D ]
	A)	Computer software.	B)	Medical/health.	C)	Computer hardware.	D)	none of the above

37	Name the institution which is set up as an apex bank to provide direct/indirect financial assistance under different schemes and also coordinates the functions of other institutions in similar activities								[ A ]
	A)	SIDBI	B)	NSIC	C)	RSBDC	D)	None	
38	If the investment in fixed assets or plant and machinery does not exceed one crore rupees, then that particular firm comes under the category of								[ B ]
	A)	Tiny industry	B)	Small scale industry	C)	Village industry	D)	Cottage: industry	
39	Name the institution which was set up in 1982 to promote integrated rural development.								[ B ]
	A)	NSIC	B)	NABARD	C)	SIDBI	D)	NCEUS	
40	Finance companies								[ D ]
	A)	Are money market intermediaries	B)	Borrow in Finance companies large amounts, but lend in small amounts	C)	are virtually unregulated	D)	All of the above.	

ANSWERS:

1	2	3	4	5	6	7	8	9	10
D	D	D	A	B	B	D	B	C	C
11	12	13	14	15	16	17	18	19	20
D	D	D	D	C	D	A	D	D	D
21	22	23	24	25	26	27	28	29	30
A	B	B	A	A	B	C	A	B	C
31	32	33	34	35	36	37	38	39	40
A	D	A	A	A	D	A	B	B	D



## UNIT - 3

1.	Creativity Traits Needed in an Entrepreneur are...								[ A ]
	A)	The act of turning new and imaginative ideas into reality	B)	The process of bringing something new into being	C)	Requires passion and commitment.	D)	All of the above	
2.	Innovation is...								[ B ]
	A)	Creation	B)	The production or implementation of an idea	C)	Being new	D)	Symbolic	
3.	If you have ideas, but do act on them...								[ A ]
	A)	You are imaginative	B)	You are creative	C)	You are neither	D)	You are both	
4.	A product is creative when it is...								[ D ]
	A)	Novel	B)	Appropriate	C)	Neither	D)	Both	
5	Creative Is . . .								[ D ]
	A)	The act of turning new and imaginative ideas into reality	B)	The process of bringing something new into being	C)	Requires passion and commitment.	D)	All of the above	
6	View_____as_____that offer the opportunity to innovate								[ A ]
	A)	Problems; challenges	B)	Customers; problems	C)	Challenges; problems	D)	None of these	
7	Which of these statements is true?								A
	A)	Not everything has to make sense right away	B)	Positive self-encouragement works	C)	Use non-logical thinking	D)	All of them	
8	The primary goal during the brainstorming process is to								[ A ]
	A)	come up with as many ideas as possible	B)	analyze each idea as it is presented.	C)	rate each idea in relation to one another.	D)	come up with a set number of ideas within a certain time	
9	To develop your creativity, you should...								[ A ]
	A)	Commit Yourself to Developing Your Creativity	B)	Reward Your Curiosity	C)	Be Willing to Take Risks	D)	All of these will develop creativity.	
10	To enhance your creativity, you should...								[ C ]
	A)	Not be willing to take risks	B)	Be insecure in your abilities	C)	None of these	D)	All of these	
11	When using mind mapping to generate product ideas, you begin by writing down the main problem or								[ A ]
	A)	Market opportunity	B)	Supporting facts.	C)	Primary associations	D)	Situational analysis.	
12	Which of the following statements is true regarding the use of group creative-thinking techniques to facilitate the idea-generation process:								[ C ]
	A). The brainstorming technique usually generates the best ideas. B). Groups are usually more effective when each member uses mind-mapping techniques. C). Group members most often generate new ideas by altering or building upon another idea. D). The Six Thinking Hats technique is generally the most effective idea-generation technique.								
13	Invention refers to the creation of a								[ C ]
	A)	negative perspective	B)	Look at the situation	C)	brand new product or deviceD	D)	the facts	
14	innovation is an act of making changes to the								[ B ]
	A)	Think creatively	B)	existing product or the process	C)	elements of the solution	D)	Use a positive perspective	
15	The occurrence of an idea for a product or process that has never been made before is called the								[ B ]
	A)	the best overall solution	B)	invention	C)	Think creatively	D)	Use a negative solution	
16	Incremental Innovation is the most common form of innovation. It utilizes your existing								[ C ]

	technology and increases								
	A)	Look at the situation	B)	the solution to the work	C)	value to the customer	D)	Think broadly	
17	Disruptive innovation, also known as								[ C ]
	A). Think creatively. What are some alternative ideas? B). Use a positive perspective. Which elements of the solution will work? C). Think broadly. What is the best overall solution? D). Use a negative perspective. Which elements of the solution won't work?								
18	What is innovation?								[ A ]
	A)	stealth innovation	B)	changes in management	C)	new methods of innovation	D)	All of the above	
19	Architectural innovation is simply taking the lessons, skills and overall technology and applying them within a								[ C ]
	A).take calculated risks to pursue business opportunities B).capability and motivation to pursue innovative C).Different market. D).All of the above.								
20	Radical innovation is								[ A ]
	A).gives birth to new industries B).A firm that is, from its beginnings, C).A firm that has positioned itself as an international entrepreneurial D).All of the above.								
21	-----can also be a source of innovation								[ ]
	A)	Responding	B)	Pooling resources	C)	Sensing	D)	.lifestyles	
22	Internal sources are the great way to find								[ ]
	A)	Local B	B)	Solution	C)	new process	D)	).new ideas	
23	Distributors works very closely with the market and they know								[ ]
	A)	consumer problems and their need	B)	Monopoly solution	C)	Rent-seeking.	D)	None of the above	
24	„Focus group“ consisting of								[ ]
	A)	6-12 members	B)	9-12 members	C)	10-12 members	D)	0-12 members	
25	Intellectual property rights are the rights given to persons over the creations of								[ ]
	A)	SMEs firms	B)	plant and equipment	C)	Their mind	D)	All of the above.	
26	Which of the following are requirements for information to be protected?								[ ]
	A).It must have been recorded in a material form. B).It must not have been previously made available to the public. C).It must be of the right type. D).It must be in the public interest.								
27	Professional advisers are likely to owe a duty of confidence to their clients:								[ ]
	A).Only if the contract says they do. B).Only if, and to the extent that, their professional rules say they do. C).Because the adviser-client relationship would not work unless the adviser kept the client's information secret. D).Only in respect of information that the client has to provide them with under the contract								
28	The duty of confidence is breached by:								[ ]
	A).Obtaining confidential information B).Making commercial use of confidential information where you are under a duty of confidence in relation to that information C).Obtaining confidential information, provided it was obtained unlawfully D).By failing to take reasonable care of someone else's confidential information								
29	An employee's duty of confidence once she leaves employment:								[ ]
	A).Does not cover information that forms part of the employee's skill and knowledge and which the employee can take away in her head B).Does not cover information that will help the employee get another job C).Only covers information that the employer has told the employee is confidential D).Covers all information that is not in the public domain								
30	The springboard doctrine								[ ]
	A).Protects information after it has entered the public domain B).Is only relevant to information that can be generated from public domain information C).Applies only to ex-employees D).applies to technical information								



31	Which of the following model is part of E-Governance:							[	]
	A)	G2B	B)	G2C	C)	B2G	D)	C2G	
32	URL stands for:							[	]
	A)	Uniform Resource Locator	B)	Universal Resource	C)	Universal Random Locator	D)	LocatorUniform Random Locator	
33	Which one is not a layer of E-Commerce infrastructure:							[	]
	A)	Physical Layer	B)	Product Layer	C)	Service Layer	D)	None	
34	An entrepreneur –							[	]
	A).	enforces government regulations	B).	takes the risk to earn profit	C).	sets the interest rates at banks	D).	manages financial investments	
35	In a corporation, owners share profit, but liability is limited to –							[	]
	A)	investment	B)	distribution	C)	theft	D)	production	
36	A form of business organization that is authorized to act as a legal entity regardless of the numberof owners.							[	]
	A)	corporation	B)	proprietorship	C)	partnership	D)	distributor	
37	What is a disadvantage of partnerships?							[	]
	A)	ease of formation	B)	owners share responsibilities	C)	limited liability	D)	possibility of personality conflict	
38	In which type of organization does one person take all the risks?							[	]
	A)	corporation	B)	partnership	C)	monopoly	D)	proprietorship	
39	What is the advantage of corporations?							[	]
	A)	minimal government regulation	B)	limited liability	C)	short life span	D)	has one owner	
40	Floral Shops, Bookstores, Farms are examples of what type business							[	]
	A)	Sole Proprietorship	B)	Corporation	C)	Franchise	D)	MultinationalCorporation	

ANSWERS:

1	2	3	4	5	6	7	8	9	10
A	B	A	D	D	A	A	A	A	C
11	12	13	14	15	16	17	18	19	20
A	C	C	B	B	C	C	A	C	A
21	22	23	24	25	26	27	28	29	30
D	D	A	A	C	C	C	B	A	B
31	32	33	34	35	36	37	38	39	40
D	A	B	B	A	A	D	B	D	A

# UNIT – 4

1.	"Angels" usually provide what type of financing?								[    ]
	A)	Debt	B)	Equity	C)	Stock Sales	D)	None	
2.	_____ is a radical redesign of the organization's business processes.								[    ]
	A)	Reengineering	B)	downsizing	C)	Bankruptcy	D)	Expanding	
3.	A _____ strategy would be most appropriate for producing high-volume, low-variety products.								[    ]
	A)	Processed-focused	B)	Product-focused	C)	Repetitive Focused	D)	Virtual-focused	
4.	A patent is granted for a specified amount of time because of the assumption								[    ]
	A) That during this time firm will cover its development costs B) That firm will earn a sufficient profit during this period C) To limit the monopoly of the firm D) That it will stimulate idea and development of a better product								
5	A short-term, internal source of funds can be obtained by reducing all of following Except								[    ]
	A)	Short-term assets	B)	Cash	C)	Fixed Assets	D)	Inventory	
6	A system of marketing by which an organization communicates directly with customers to generate a response or transaction is the definition of:								[    ]
	A)	Manufacturer's representatives	B)	Direct marketing	C)	Agent wholesalers	D)	Basic wholesaling	
7	A typical inventor is usually _____								[    ]
	A) Highly creative & in love with the invention                      B) Does not encourage change C) Willing to modify the invention in order to augment commercial benefit D) None of the given options								
8	All of the following are important elements of the financial data and projections section of a business plan EXCEPT:								[    ]
	A)	SWOT analysis	B)	Projected income statements	C)	Break-even analysis	D)	Cost controls	
9	As a business grows, time management continues to be an issue, but the entrepreneur's major concern usually becomes:								[    ]
	A) Setting goals                      B) Finding, retaining, and motivating qualified employees C) Measuring performance              D) All of the above								
10	As a company grows, the entrepreneur should focus on his/her:								[    ]
	A) Technical ability to complete a task                      B) written communication. C) Management and motivation skills.                      D) public speaking								
11	Banks are more likely to provide financing for a new product:								[    ]
	A) Once the product is developed      B) In the early stages of product development C) While the entrepreneur is researching the demand for the product D) Banks are likely to provide financing at any stage of product development								
12	Following are the types of foreign direct investment EXCEPT								
	A)	Joint Venture	B)	Management Contracts	C)	Minority interest	D)	Merger	
13	If an entrepreneur's business is based on current technology, an uncontrollable risk might be:								[    ]
	A) Changes in consumer tastes                      B) New technology developments C) The weather                      D) Fashion trends								
14	If teenagers who buy pizza are grouped into those who buy them for convenience and those who buy them for taste, this is an example of:								[    ]
	A) Geographic segmentation.                      B) Psychographic segmentation. C) Demographic segmentation.                      D) Benefit segmentation								
15	If the entrepreneur pays for the first six months of insurance before the business opens, this is listed under start-up costs as:								[    ]
	A)	Deposits	B)	Inventory	C)	Prepaid expenses	D)	Utilities	
16	Moral support network includes following EXCEPT								[    ]
	A)	Spouses	B)	Friends	C)	Business Associates	D)	Relatives	
17	New low-tech products and services:								[    ]
	A) Rarely make any money      B) Were only successful before the Internet became popular C) Can be highly successful      D) Do not need legal protection consideration								
18	One of the first steps needed to determine the break-even point is to:								[    ]
	A) Do a ten-year sales projection B) Separate the company's expenses into the fixed and variable categories C) Take a full-item inventory                      D) Determine current assets								

19	The commitment of administrative domain to the resources is for								[    ]
	A) Periodic intervals		B) Total amount needed		C) For certain tasks		D) For long time		
20	The conclusion of the business plan will identify the:								[    ]
	A) Feasibility of the business				B) Purpose of the business				
	C) Form of organization of the business				D) Business suppliers				
21	The most common form of organization for a small business is:								[    ]
	A)	Partnerships	B)	Corporations	C)	Sole proprietorships	D)	Limited companies	
22	Which of the following cannot be covered under the copyright protection?								[    ]
	A)	Computer Software	B)	Computer Hardware	C)	Poems & Songs	D)	Models and sculpture	
23	Which of the following has a contradictory relationship with an individual for being an entrepreneur?								[    ]
	A)	His birth order	B)	Parents'' social status	C)	Parents'' occupation	D)	Relationship with parents	
24	Which of the following is false?								[    ]
	A) A business plan is often prepared by an existing company to ensure that growth is properly managed B) A business plan is usually not required when obtaining financing for a start-up C) If a business plan is completed for a start-up, it may help the entrepreneur avoid costly mistakes D) All of the above.								
25	Which of the following is NOT a requirement of Disclosure Document?								[    ]
	A)	Description of the invention	B)	Claims for invention''s usefulness	C)	Photos of invention	D)	Cover Letter	
26	Which of the following is the backbone of financial plan?								[    ]
	A)	Budgeting	B)	Capital	C)	Nature of business	D)	All	
27	Which of the following possible financing options has become a popular choice for entrepreneurs?								[    ]
	A)	Angel Investors	B)	Credit Cards	C)	Venture Capitalists	D)	Public Offering	
28	Which of the following types of ratios measure how efficiently the organization is using its assets?								[    ]
	A)	Liquidity Ratios	B)	Leverage Ratios	C)	Operating Ratios	D)	Profitability Ratios	
29	Which one of the following gives suggestions for new product but also helps to market new								[    ]
	A)	Existing Products& Services	B)	Distribution channels	C)	Government	D)	Consumers	
30	Which one of the following is required to develop a good team for creating something new?								[    ]
	A) Relationship with team members				B) Open discussion				
	C) Non flexible behavior				D) Discouragement of team member''s ideas				
31	Which one of the following is NOT an important activity of Business Plan in a new venture?								[    ]
	A) Background of the Entrepreneur				B) Functional Plan				
	C) Industry Analysis				D) Company Name				
32	''High potential venture'' :								[    ]
	A) Has the same growth potential as a life style firm				B) Starts out like a life style firm				
	C) Draws the interest of private investors only				D) None of the above				
33	A business center that offers working space and specialized support for new ventures is called:								[    ]
	A)	Isolator	B)	Injector	C)	Incubator	D)	Integrator	
34	A network entrepreneur is an individual who identifies his or her business idea								[    ]
	A) On their own				B) Through the assistance of a paid consultant				
	C) Through social contacts				D) With one or more partners				
35	Banks are usually reluctant to give loan to the								[    ]
	A) Private Limited Companies				B) Partnership Firm				
	C) Public Limited Company				D) Sole Proprietor				
36	Competitive Model coined by?								[    ]
	A)	Michael E. Porter	B)	Peter F Drucker	C)	Philip Kotler	D)	Koontz	
37	If an entrepreneur has an internal locus of control, this means that he/she:								[    ]

	A) Has a high need for achievement B) Feels comfortable in an unstructured situation C) Believes that success or failure depends on his/her own actions D) Believes fate is a powerful force	
38	If someone starts a new business that is a service station, this is an example of a(na) :	[   ]
	A) New concept/new business. C) Existing concept/existing business B) Existing concept/new business D) New concept/existing business	
39	Kumar Manglam Birla is what type of Entrepreneur?	[   ]
	A) Founder C) Technical Entrepreneur B) Pure Entrepreneur D) Second Generation Entrepreneur	
40	Newspapers, business periodicals, trade journals, and government publications are:	[   ]
	A) Sources of information on economic opportunities. B) Sources of news but not economic data C) Poor sources for research because the information is too brief. D) All of the above	

ANSWERS:

1	2	3	4	5	6	7	8	9	10
B	A	B	D	C	B	A	C	B	C
11	12	13	14	15	16	17	18	19	20
A	B	B	D	C	C	C	B	B	B
21	22	23	24	25	26	27	28	29	30
C	B	A	B	C	A	B	C	B	B
31	32	33	34	35	36	37	38	39	40
D	D	C	C	D	A	C	B	D	D

# UNIT – 5

1.	A _____ is a set of activities which are networked in an order and aimed towards achieving the goals of a project.								[     ]
	A)	Project	B)	Process	C)	Project management	D)	Project cycle	
2.	Resources refers to								[     ]
	A)	Manpower	B)	Machinery	C)	Materials	D)	All of the above	
3.	Developing a technology is an example of								[     ]
	A)	Process	B)	.Project	C)	Scope	D)	All of the above	
4.	The project life cycle consists of								[     ]
	A). Understanding the scope of the project				B). Objectives of the project				
	C). Formulation and planning various activities				D).All of the above				
5	Following is(is) the responsibility(ies) of the project manager.								[     ]
	A). Budgeting and cost control				B). Allocating resources				
	C). Tracking project expenditure				D).All of the above				
6	Following are the phases of Project Management Life Cycle. Arrange them in correct order 1. Design, 2. Marketing, 3. Analysis and evaluation, 4. Inspection, testing and delivery								[     ]
	A)	3-2-1-4	B)	1-2-3-4	C)	2-3-1-4	D)	4-3-2-1	
7	Design phase consist of								[     ]
	A)	Input received	B)	Output received	C)	Both A) and B)	D)	None of the above	
8	Project performance consists of								[     ]
	A)	Time	B)	Cost	C)	Quality	D)	All of the above	
9	Assembling project team and assigning their responsibilities are done during which phase of a project management?								[     ]
	A)	Initiation	B)	Planning	C)	Execution	D)	Closure	
10	The basic nature of a project is a/an_____one								[     ]
	A)	permanent	B)	Temporary	C)	A)orB)	D)	Both A) and B)	
11	A process that involves continuously improving and detailing a plan as more detail become available is termed as								[     ]
	A)	Project analysis	B)	Project enhancing	C)	Progressive deliberation	D)	Progressive elaboration	
12	A program is usually a group of								[     ]
	A)	plans	B)	people and work	C)	related projects	D)	unrelated projects	
13	Projects management is divided in_____process groups								[     ]
	A)	5	B)	7	C)	9	D)	11	
14	If any one factor of a project changes,_____other factor(s) is/are likely to be affected								[     ]
	A)	all	B)	),one	C)	at least one	D)	at most one	
15	Business Value =								[     ]
	A) Tangible Elements				B) Intangible Elements				
	C) Tangible Elements –intangible Elements D) Tangible Elements + Intangible Elements								
16	Which from the following is NOT a tangible element?								[     ]
	A)	Fixtures	B)	Trademarks	C)	Monetary assets	D)	Stockholder equity.	
17	Which from the following is NOT an intangible element?								[     ]
	A)	Utility	B)	Public benefit	C)	Brand recognition	D)	Good will.	
18	Which from the following represents the correct project cycle?								[     ]
	A) Planning→Initiating→Executing→Closing B) Planning→Executing→Initiating→Closing C) Initiating→Planning→Executing→Closing D) Initiating→Executing→Planning→Closing								

19	A Graphical representation of a project that shows each task as a horizontal bar whose length is proportional to its time for completion best describes:								[    ]
	A)	Work breakdown structure	B)	Decision tree.	C)	Network diagram.	D)	Gantt chart.	
20	System Study involves								[    ]
	A. study of an existing system    B).documenting the existing system. C). identifying current deficiencies and establishing new goals D).All of the above								
21	Reports present conclusions based on								[    ]
	A)	Belief	B)	Intuition	C)	Impression	D)	Investigation	
22	The terms of reference for producing a specific report are given by the								[    ]
	A)	Writer	B)	Organization	C)	Reader	D)	Expert	
23	The index forms a part of the								[    ]
	A)	Front matter	B)	End matter	C)	Realistic time	D)	Logical time	
24	How many basic parts of a formal report are there?								[    ]
	A)	Four	B)	Three	C)	Five	D)	Six	
25	Which of the following is not a subsidiary part of a formal report?								[    ]
	A)	Glossary	B)	Appendix	C)	Table of contents	D)	References	
26	A cover letter is normally written by the								[    ]
	A)	Report writer	B)	CEO	C)	Reader	D)	Top management	
27	The chronological development of information in the body of the report is done according to the								[    ]
	A) Choice of the writer                  B) Collection of data C) Logical sequence of events D) Order in which events occurred								
28	Which of the following is one of the criteria of feasible project								[    ]
	A) FS not show the available construction industry B) Expected return, expenditure and time meet the criteria specified C) The degree of uncertainty so great D) Expected economic condition not meets the client's criteria								
29	Project team becomes aware of a recent innovation that allows a								[    ]
	A)	Faster solution	B)	Cheaper solution	C)	Both A and B	D)	Expensive Solution	
30	Conflicting interests of firm and subcontractors lead both parties to work in an atmosphere of mutual								[    ]
	A)	Suspicion	B)	Understanding	C)	Antagonism	D)	Both A and C	
31	In such agreements, like charter, there is also an implication that none of parties will change agreement								[    ]
	A)	Pro-consultation	B)	Under-process	C)	Unilaterally	D)	Together with other parties	
32	The glossary is the list of:								[    ]
	A)	Technical terms used in the report	B)	References	C)	Diagrams used in the report	D)	Subjects covered in the report	
33	Business research gives information to guide:								[    ]
	A)	Scholars	B)	Business decisions	C)	Stockholders	D)	Brokers	
34	A report can present the information in:								[    ]
	A)	Five ways	B)	Two ways	C)	Four ways	D)	Three ways	
35	_____establishes the technical report.								[    ]
	A)	Logical conclusion	B)	Illogical Conclusion	C)	Personal prejudice	D)	Misplaced learning	
36	Which is not basis for a technical report?								[    ]
	A)	Facts	B)	Tests	C)	Personal prejudices	D)	Experiments	
37	Shorter report is considered to be as.								[    ]
	A)	One to five pages	B)	Three to five pages	C)	Four to five pages	D)	Two paragraph	
38	In a technical report Which of these must be avoided.								[    ]
	A)	Facts	B)	Logical conclusion	C)	Objective evaluation	D)	Subjective evaluation	



39	Once getting problem identified with its causes, next step involved in;								[    ]
	A)	Choosing team lead	B)	Identifying solution	C)	Identifying the problem	D)	All of above	
40	We, us and our are examples of:								[    ]
	A)	Contractions	B)	Pronoun usage	C)	Name usage	D)	Noun	

ANSWERS:

1	2	3	4	5	6	7	8	9	10
A	D	B	D	D	A	C	D	A	B
11	12	13	14	15	16	17	18	19	20
D	C	A	C	D	B	A	C	D	D
21	22	23	24	25	26	27	28	29	30
A	B	B	C	B	D	D	B	C	D
31	32	33	34	35	36	37	38	39	40
C	A	B	D	A	C	B	D	D	B

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