

Shahjalal University of Science and Technology
Institute of Information and Communication Technology
Software Engineering
Final Examination, 3rd Year 2nd Semester (Session: 2017-18)
Course Code: BUS 301W Credits: 2 Course Title: Entrepreneurship Development
Total Marks: 30

Part A
[Answer all the questions]

1.		
a)	What do you mean by entrepreneurship?	04
b)	Is there any difference between entrepreneur and intrapreneur? Explain.	05
c)	We are getting enormous graduates from various public and private universities in Bangladesh but not getting mentionable entrepreneurs from them. What are the reasons might have behind this? Discuss at least five reasons.	06

Part B
[Answer all the questions]

2.		
a)	What does high-tech entrepreneurship mean? Is there any difference between high-tech and general entrepreneurs?	05
b)	Suppose you want to start a new high-tech firm with 10 million taka in Sylhet city. Briefly explain your financial plan to finance the required amount of money.	05
c)	Briefly explain various risk factors of high-tech entrepreneurship. Explain your strategies to handle those risk factors.	05

Shahjalal University of Science and Technology
Institute of Information and Communication Technology
B.Sc. (Engg.) in Software Engineering
3rd Year 2nd Semester Final Examination, 2019
Session: 2016-17

Course No: BUS-301W Course Title: Entrepreneurship Development
 Credits: 2 Full Marks: 50 Time: 2 Hours

Answer any two questions from the following of each part.
 All part of question must be answered sequentially

PART-A
 (Answer any two questions)

- | | | |
|----|---|-----|
| 1. | | 2 |
| a. | Define Entrepreneur on the basis of Evolution Concept of Entrepreneur. | 2.5 |
| b. | What would be the best possible way to characterize an Entrepreneur? | 3 |
| c. | How will you distinguish among Entrepreneur, Manager and Intrapreneur? | 2.5 |
| d. | Being an Entrepreneur, what type of business will you prefer for your own characteristics and why? | 2.5 |
| e. | What your statement about Entrepreneur and Entrepreneurship? | 3 |
| 2. | | |
| a. | What would be the best possible way to perform for Women to develop an Organization as an Entrepreneur? | 2.5 |
| b. | How will a Women Entrepreneur overcome the obstacles for setting up an Organization? | 2.5 |
| c. | Why Rural Entrepreneurship is needed in country like Bangladesh? | 2.5 |
| d. | How Rural Entrepreneurship would be developed by overcoming the problems? | 2 |
| e. | Mention the basic difference between Maslow's Need Hierarchy Theory and McClelland's Acquired Needs Theory? | 5.5 |
| 3. | | |
| a. | What is the rural entrepreneurship? What are the factors will you consider to be a successful entrepreneur? Explain. | 4 |
| b. | Describe the Kakinada Experiment. | 3 |
| c. | As a student of Software Engineering, How can you explain the role of technopreneurs in economic development of developing countries like Bangladesh. | |

*Technician
 management
 management
 condition*

PART-B
 (Answer any two questions)

- | | | |
|----|--|-----|
| 4. | | 3.5 |
| a. | Define projects and describe its classification. | 5 |
| b. | How and why will you select a project after identifying among various alternatives? | 4 |
| c. | Why a project report is significant and mentions the basic contents of project report. | 2.5 |
| 5. | | |
| a. | Define quality and mention the Historical Development of Quality Concept and Total Quality Management (TQM). | 2.5 |
| b. | What are the differences between ISO 9000 and TQM? | 2.5 |
| c. | Why TQM Process is needed in Small-Scale Enterprise? | 1 |
| d. | What is the concept of industrial sickness? | 4 |
| e. | Explain the Signals and Sickness of Industrial sickness. | |
| 6. | | |
| a. | Do you believe that ethics and social responsibilities should be the part of entrepreneurs in Bangladesh? Justify your answer. | 5 |
| b. | Why does and entrepreneur need to be aware of the dynamics associated with time? | 3.5 |
| c. | Discuss how an employee can be held liable for trade secrets and knowledge attained while working is a sensitive position | 4 |

symptom

Shahjalal University of Science & Technology, Sylhet – 3114.

Department of Software Engineering

SWE Program, 3rd Year 2nd Semester 2019 Final Examination (Session: 2016 – 2017)

Course Code: BUS – 301W, Course Title: Entrepreneurship Development, Credit: 02

2nd Term Test

Time: 1 hour

Marks – 10

[Answer followings Questions]

[All parts of a question must be answered sequentially, like 1 (a), 1 (b), 1 (c)]

- | | | | |
|----|----|--|-----|
| 1. | a. | What is your opinion about Kakinada Experiment? | 2.5 |
| | b. | How and Why will you Select a Project after identifying among various alternatives? | 2.5 |
| | c. | Why Project Report is significance and Mention the basic contents of a Project Report. | 2.5 |
| | d. | What are the Common Errors in Project Formulation? | 2.5 |

Shahjalal University of Science and Technology (SUST), Sylhet – 3114.

Department of Software Engineering

3rd Year 2nd Semester 2019 Final Examination (Session: 2016 – 2017)

Course Code: BUS – 301W, Course Title: Entrepreneurship Development, Credit: 02

1st Term – Test

Full Marks – 10

Time: 1 hour

[Answer All from the followings Questions]

[All parts of a question must be answered sequentially, like 1 (a), 1 (b), 1 (c)]

- | | | | |
|----|----|---|----|
| 1. | a. | Define Entrepreneur and Entrepreneurship on the basis of Evolution Concept of Entrepreneur. | 02 |
| | c. | How will you Distinguish among Entrepreneur, Manager and Intrapreneur? | 03 |
| | c. | Why Rural Entrepreneurship is needed in country like Bangladesh? | 03 |
| | d. | How Rural Entrepreneurship would be developed by overcoming the Problems? | 02 |

Shahjalal University of Science & Technology, Sylhet – 3114.

Department of Software Engineering

SWE Program, 3rd Year 2nd Semester 2021 Final Examination (Session: 2018 – 2019)

Course Code: BUS – 301W, Course Title: Entrepreneurship Development, Credit: 02

Time: 40 minutes

Marks – :

[Answer the following Question]

[All parts of a question must be answered sequentially, like 1 (a), 1 (b), 1 (c)]

1. a. Distinguish between ISO and TQM. 03
- b. Why TQM is needed in small enterprises? 02
- c. Explain in brief the TQM Process with relevant diagram. 05

Group A

[All parts of a question must be answered sequentially, like 1(a), 1(b), 1(c).....]

Q.1 Answer any 5 (five) from the following questions. [5 x 1=5]

- a) Define Entrepreneur.
- b) Define innovator and innovation.
- c) What are the characteristics of an Entrepreneur?
- d) Distinguish between Entrepreneur and Intrapreneur.
- e) What is Entrepreneurship?
- f) Who is an Organizer?
- g) What is rural Entrepreneurship?
- h) What is Woman Entrepreneurship?

Q.2 Answer any 4 (four) from the following questions. [4 x 2.5=10]

- a) Being an Entrepreneur, what type will you prefer for your own characteristics and why?
- b) How will a Woman Entrepreneur overcome the obstacles for setting up an organization?
- c) Why rural Entrepreneurship is needed in a country like Bangladesh?
- d) How rural Entrepreneurship would be developed by overcoming the problems?
- e) Explain the classification of project.
- f) Mention the basic contents of project report.

Q.3 Answer any 2(two) from the following questions. [2 x 5=10]

- a) What would be the best possible way to perform for a Woman to develop an Organization as an Entrepreneur?
- b) How will you select a project? Justify your answer.
- c) Mention the advantages and limitations of CPM and PERT.

Group B

[All parts of a question must be answered sequentially, like 1(a), 1(b), 1(c).....]

Q.4 Answer any 5 (five) from the following questions. [5 x 1=5]


- a) Define Project Appraisal.
- b) What is Industrial Symptom?
- c) Define Quality and Total Quality Management (TQM).
- d) Define E-Commerce.
- e) Define Industrial Sickness.
- f) Define SMEs.
- g) Define Motivation.
- h) Define Network.

Q.5 Answer any 4 (four) from the following questions. [4 x 2.5=10]

- a) Explain the method of Project Appraisal.
- b) How and why will you select a Project after identifying among various alternatives?
- c) Why TQM process is needed in small-scale Enterprises?
- d) Why is Entrepreneurship a growing phenomenon in Business Corporate World?
- e) Discuss the concept of the value chain.
- f) What are the common errors in project formulation?

Q.6 Answer any 2(two) from the following questions. [2 x 5=10]

- a) Distinguish between ISO 9000 and TQM.
- b) Describe how to use Internet and Library Research to generate new business idea.
- c) Discuss the process of Focus Group Discussion.



Shahjalal University of Science and Technology, Sylhet
Department of Business Administration
BUS 301W Entrepreneurship Development
Term Test 1 (Open Book)
Time: 50 Minutes Marks 20

Answer the following questions.

It's quality, not quantity of your answer that would matter.

- Q1. As a student of Software Engineering, why should you study the course Entrepreneurship Development? (10)
- Q2. Summarize the attached essay in no more than 250 words. (10)
-

Learning from failures: The road to resilient entrepreneurship

In the modern entrepreneurial landscape, startups signify not just businesses but dreams, aspirations, and the hope of bringing about transformative change.

However, like every ambitious endeavour, the path to startup success is fraught with challenges. A staggering 90% of startups, unfortunately, don't see the light of success. Delving deeper, one uncovers that the trials begin early, with 20% of startups not making it beyond the first year, and 30% faltering within the second.

Understanding the nuances of these numbers offers deeper insights. The information industry, for instance, grapples with the highest failure rate at 63%. Meanwhile, newer, technologically-driven sectors, such as fintech and blockchain, present an even more challenging terrain. Venture-backed fintech startups witness a 75% failure rate, while blockchain and cryptocurrency ventures are at a staggering 95%. These numbers underscore the fact that irrespective of the sector's allure, genuine challenges await budding entrepreneurs.

However, it's the timeline of these failures that offers a more intriguing narrative. While the first year sees 10% of startups folding, a significant majority, around 70%, find their dreams unfulfilled between the second and fifth years of operation. This pattern reinforces the notion that the initial stages of a startup can be deceptively calm, but it's the subsequent years, where scaling, expansion, and market dynamics come into play, that test the mettle of the entrepreneur.

Amid these figures and patterns lies the golden thread of learning. Entrepreneurship, in its essence, is about navigating the uncharted waters of the business world. And like every voyage, mistakes are inevitable. However, these mistakes can either become burdens of regret or pillars of growth, depending on one's perspective.

Entrepreneurship is often as much about introspection as it is about external market dynamics. Every mistake made, be it in hiring, product development, market analysis, or investor relations, offers a lesson. It's the ability to learn from these mistakes, both one's own and those of others, that can set an entrepreneur on the path of sustained success. Recognising and understanding these errors is the first step towards ensuring they aren't repeated.

One of the common misconceptions in the startup world is equating investment with guaranteed success. While securing funds is undoubtedly a significant milestone, it's

merely a part of the larger puzzle. Having investors on board doesn't automatically translate to market acceptance or scalability. It's crucial for founders to understand that while investors bring in capital, the onus of building a sustainable, market-fit product, establishing a cohesive team, and navigating the myriad challenges rests with them.

Speaking of teams, the importance of judicious hiring can't be emphasised enough. In the early stages of a startup, every individual plays a pivotal role. Hasty hiring decisions can lead to not just operational inefficiencies but also potential cultural mismatches. A cohesive, aligned team is often the backbone of a successful startup, and understanding this is paramount.

The world of startups is also a testament to the fact that history often repeats itself. Numerous founders, in their zeal to innovate and disrupt, overlook the lessons from past failures in the ecosystem. A thorough understanding of why certain startups didn't succeed can offer invaluable insights. It's akin to standing on the shoulders of giants, where one can see further, not because of their own vision, but because they are elevated by the experiences and learnings of those who tread the path before them.

However, while understanding and learning from mistakes is critical, it's equally important to come to terms with the reality of failure. In the high-octane world of startups, failure isn't an anomaly but a possibility that every entrepreneur should be prepared for. Embracing this reality allows founders to approach challenges with a growth mindset, turning potential setbacks into setups for future successes.

The startup journey, with its blend of exhilaration and challenges, is not for the faint-hearted. But for those with the tenacity to learn from failures, the resilience to adapt, and the vision to persist, it promises not just business success but personal growth and transformation. The statistics, patterns, and insights shared above don't portray a landscape of despair but highlight the essence of preparation, adaptation, and the unyielding spirit of entrepreneurship. In the intricate dance of startups, it's often the steps taken after a misstep that define the rhythm of success.