

# END TERM EXAMINATION

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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