

# END TERM EXAMINATION

SIXTH SEMESTER [BBA] MAY-JUNE 2016

Paper Code: BBA-306

Subject: Entrepreneurship Development

BBA(TTM)-306

BBA(MOM)-306

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions. All questions carry equal marks.

- Q1 Differentiate between Entrepreneur and Entrepreneurship. What are different theories of Entrepreneurship explaining the concept of Entrepreneurship? Discuss them in brief.
- Q2 "To start a business, one only require is an IDEA". Do you agree? What are the sources of Ideas generation and the procedure followed to screen the ideas to shortlist one for commercial development.
- Q3 What are EDPs? What is their relevance In promoting Entrepreneurial Behaviour? What are the activities as a part of EDP conduction?
- Q4 Write notes on the following:-  
(a) Psycho-theories of Entrepreneurial Behaviour  
(b) Organisations helpful in giving grant for conduct of EDP's.
- Q5 What are the different sources of financing of a new unit? What documents are required to raise funds from these sources? Discuss the procedure in brief with examples.
- Q6 How Entrepreneurship results in Economic Growth of a Country? Explain the factors with relevant examples.
- Q7 Discuss the role of Entrepreneur in Export promotion and Import Substitution in Indian context. What steps are involved in doing export from our country? Discuss in brief.
- Q8 Explain the forces which have been instrumental for the emergence of entrepreneurial class in context of India. Give examples to support your answer.

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