

1. Explain the concepts of Entrepreneurship with the help of a model.
2. Define entrepreneurship and discuss its importance for a developing country like India.
3. Define Entrepreneurship. Specify the role of an entrepreneur in economic growth
4. Discuss the role of government in promoting entrepreneurship
5. What are the qualities of a prospective entrepreneur
6. Specify the managerial vs entrepreneurial approach
7. Entrepreneurship is influenced by Risk Taking Behaviour and Innovation. Do you agree with this statement? Briefly justify your assertion
8. Is entrepreneurship a process? Discuss
9. State the different methods to initiate the venture
10. Illustrate the Developing a Marketing plan based on customer analysis, sales analysis and competition analysis
11. Define Business Plan
12. State the benefits of drivers in preparing business plan
13. List and explain the perspectives in business plan preparation
14. Explain the elements of a business plan
15. State the reason for Business plan failures.
16. List out the motivating factors for entrepreneurship development
17. List Types of startups and highlight when one should open the particular type of startup.
18. What are the Characteristics of entrepreneurial leadership and Components of Entrepreneurial Leadership;
19. State the role of small enterprises in economic development;
20. Compare and contrast proprietorship, partnership, Ltd. companies
21. What are co-operatives: their formation, capital structure and source of finance
22. Highlight Policies governing SMEs,

Learn the definition of each key term. Specify the name of the individual whose definition you all are stating.

Module 4, Module 5 and Module 6:

1. List and explain the source of finance
2. Define Venture Capital and Capitalist
3. Explain the different financing stages in the entire lifecycle of business
4. Explain the criteria for evaluating a venture proposal
5. Explain scientific, general and strategic management
6. List out and explain the activities in HR management
7. Emphasize on the planning stage in HR management
8. Compare E-commerce and E-business
9. Explain collaborative partnership
10. Identify and explain the business success through adoption of technology
11. Define information management and specify its role in business
12. Explain performance improvement through E-business
13. List out and explain E-commerce models with real life scenarios
14. Define and explain E-marketplace
15. Illustrate M-commerce
16. Explain e-government
17. List out and explain E-business models with real life scenarios

- ~~18.~~ Define globalization of business and correlate it with a real-world scenario
- ~~19.~~ Explain CRM and its evolution
- ~~20.~~ Identify and illustrate the functional areas of CRM
21. Specify the contemporary trends of CRM
22. Explain Core and Extended ERP
23. List the components of ERP system
24. Identify the benefits and risk of ERP implementation

Refer the slides, keep it as a basepoint and learn your answers. For the IA2 module 4, module 5 and module 6 till ERP is there. Learn the definition properly .