

2 0 1 9

Full Marks : 100

Pass Marks : 33

Time : 3 hours

The questions are of equal value

Answer any **five** questions

- ✓ 1. Discuss the network of support organizations for entrepreneurs in India.
- ✓ 2. Discuss the criteria for and principles of project selection.
- ✓ 3. Describe the structure of a project report.
4. Comment on the choice of technology. What criteria are considered for the same?
5. Mention the leading financial institutions for entrepreneurs in India. Discuss, in brief, the functions of any three of them.
6. What are books of accounts? Discuss the purpose of maintaining the different books.

K/9(165)

(Turn Over)

7. Discuss the major provisions of The Sale of Goods Act.
- ✓ 8. Discuss the reasons for the sickness of small-scale industries in India. How can this be overcome?
- ✓ 9. Discuss the market survey technique.
10. Write short notes on *any two* of the following :
 - (a) Plant Layout
 - (b) Resource Management
 - (c) Identification of Opportunity
 - (d) After Sales Service.

★★★

2018

EDP

Time : 3 hours

Full Marks : 80

Pass Marks : 36

Candidates are required to give their answers in their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

1. Mention the various schemes for Technical Entrepreneurs. STED
2. What are the parameters that are considered for the Techno-Economic Feasibility of the project ? 14 L
3. Describe the approaches to Project Formulation.
4. Discuss the suitability of different type of Plant layout for different production system.

W - 37/1

(Turn over)

5. Describe the Financing procedure for project implementation.

6. Discuss the relevance of Fund Flow Analysis for an entrepreneur.

7. Suggest remedial measures to avoid the sickness of SSI. *various causes factors (external, internal)*
Small Scale Industry

8. What is Resource Management ? How should the organisation ensure the management of Men, Machine and Materials ?

9. Discuss the important provisions of Partnership Act.

10. Write short notes on any **two** of the following :

- (a) Financial Statements *from net*
- (b) Choice of Technology
- (c) Structure of Project Report
- (d) Characteristics of Entrepreneurs



2017 (E.D.P.)

Time : 3 hours

Full Marks : 100

Pass Marks : 36

Candidates are required to give their answers in
their own words as far as practicable.

The questions are of equal value.

Answer any **five** questions.

- ✓ 1. ✓ Define entrepreneurship. Discuss the various theories of entrepreneurship. I P-13,14
- ✓ 2. ✓ Discuss the role of entrepreneurs in balance economic development of India. I
- ✓ 3. ✓ What are the economic barriers which are generally faced by an entrepreneur in India ? Explain. I
4. What do you mean by 'Product-line' ? Discuss its characteristics. II

VZ – 1/1

(Turn over)

- p-38
5. Define 'Product'. Give the reasons for Developing a new product.
 6. Define 'Market Demand'. Explain the elements of market demand.
 7. Explain the techniques of market demand forecasting. *Market survey*
 8. Discuss the process of move for loans by entrepreneurs.
 9. Explain the need and importance of Government's role for providing assistance to entrepreneurs.
 10. Write short notes on any **two** of the following :
 - (a) Working Capital
 - (b) Commercial Banks
 - (c) Product Design
 - (d) Methods of loan repayment



VZ - 1/1 (500)

(2)

Voc(H-3) — EDP

2016

Time : 3 hours

Full Marks : 100

Pass Marks : 36

Candidates are required to give their answers in
their own words as far as practicable.

परीक्षार्थी यथासंभव अपने शब्दों में ही उत्तर दें ।

The questions are of equal value.

सभी प्रश्नों के मान बराबर हैं ।

Answer any five questions.

किन्हीं पाँच प्रश्नों के उत्तर दें ।

1. Explain the role of entrepreneurship in economic
development of India.

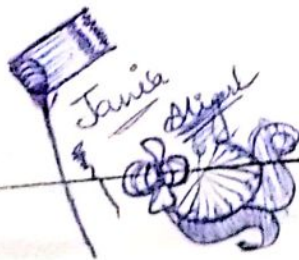
भारत के आर्थिक विकास में उद्यमिता के भूमिका का वर्णन
करें ।

2. Discuss the problems of women entrepreneur.

महिला उद्यमी की समस्याओं का वर्णन करें ।

(Turn over)

AP - 1/2



3. Describe the structure and contents of project report.

परियोजना कार्य के संरचना एवं विषय-वस्तु का वर्णन करें।

4. Explain the various sources of technology for entrepreneurship development.

उद्यमिता विकास के लिए विभिन्न तकनीतिक स्रोतों का वर्णन करें।

5. Explain the functions of Commercial Bank of India.

भारत के वाणिज्यिक बैंक के कार्यों का वर्णन करें।

6. What do you mean by Management? Explain its functions.

प्रबंध से आप क्या समझते हैं? इसके कार्यों का वर्णन करें।

7. What is Working Capital Management? Explain its objectives.

कार्यशील पूँजी प्रबंध क्या है? इसके उद्देश्यों का वर्णन करें।

8. Discuss the social responsibility of Business.

व्यवसाय के सामाजिक दायित्व की विवेचना करें।

9. Discuss the causes of Industrial Sickness.

उद्योगिक बीमारी के कारणों की विवेचना करें।

10. Write short notes on any two of the following.

निम्नलिखित में से किन्हीं दो पर संक्षिप्त टिप्पणियाँ लिखें।

(a) VAT

वैट

(b) Packaging

पैकेजिंग

(c) After Sale Service

विक्रय पश्चात् सेवा

(d) Financial Statement

वित्तीय विवरण



AS

AP -

(2)

Contd.

AP - 1/2 (500)

(3) Voc (H-3) — IMB/BCE
SCA (XIII) EDP

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Voc(H-3) — EDP

2015

Time : 3 hours

Full Marks : 100

Pass Marks : 35

Candidates are required to give their answers in
their own words as far as practicable.

The questions are of equal value.

Answer any five questions.

1. Explain, in brief, the main problems in the development of Women entrepreneurship in India.
2. Discuss the social responsibility of business.
3. Describe the role and functions of management.
4. Discuss the main causes of industrial sickness in India.
5. Distinguish between Lease and Hire purchase.

FY-26/2

(Turn over)

6. Discuss the role of commercial banks and financial institutions in providing business finance.

7. Distinguish between sole proprietorship and partnership firm.

8. Define financial plan. Discuss the different components of financial plan.

9. Give brief outline about Marketing Management and Human Resource management.

10. Write notes on any two of the following :

(i) VAT

(ii) Packaging

(iii) Financial Statement

(iv) Project Selection

2013EDP Part -11EDP

Pass Marks :35

1. Describe in brief about some special schemes For technical entrepreneurs
2. Describe in brief the role of Major Institutions engaged in the Entrepreneurship Development
3. How will you test the Techno Economic Feasibility of the Business Venture?
4. Describe in brief the technique of Project formulation and selection
5. Discuss in brief the different elements of Marketing and Sales Management.
6. What is contract of Sale? Distinguish between contract of sale and Agreement to Sale.
7. What is Financial Statement? Explain its utility.
8. Define Partnership. Discuss the essential elements of Partnership business.
9. Describe the sources of business finance.
10. Write short notes on the following

- (a) Excise Duty
 - (b) Packaging
- *****

Voc -H (3) -EDP2014

Full Marks :100

Pass Marks:35

Answer any five question

1. Discuss the need and scope of entrepreneurship. *P-92*
 2. Explain the principles of product selection and development. *Project selection*
 3. Describe in brief the structure of project report.
 4. Explain the various planning steps for the project.
 5. Explain the role of financial institutions for entrepreneurship
 6. What do you mean by Fund Flow Analysis? Explain its Utility
 7. What is advertising? Explain its significance
 8. Distinguish between sales and agreement
 9. Discuss the problems of Small-scale industries in India.
 10. Write short notes on the following :
 - (a) After sales service
 - (b) Financial statements.
- from net*
- *****

ARSHAD

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Subsidiary Paper

EDP Part - III

EDP

2013

HR

EDP

Full Marks : 100

Pass Marks : 35

Time : 3 Hours

The questions are of equal value

सभी प्रश्नों के मान बराबर हैं

Answer any five questions

किन्हीं पाँच प्रश्नों के उत्तर दें

Candidates are required to give their answers in their own words as far as practicable

परीक्षार्थी यथासम्भव अपने शब्दों में ही उत्तर दें

1. Describe in brief about some special schemes for technical entrepreneurs.

तकनीकी उद्यमियों के लिये उपलब्ध कुछ विशेष योजनाओं का संक्षेप में वर्णन कीजिये ।

2. Describe in brief the role of Major Institutions engaged in the Entrepreneurship Development Programmes in India.

भारत में उद्यमिता विकास कार्यक्रमों में संलग्न प्रमुख संस्थाओं की भूमिकाओं का संक्षिप्त वर्णन कीजिये ।

3. How will you test the Techno-Economic Feasibility of the Project? Explain.

एक परियोजना के तकनीकी आर्थिक व्यावहार्यता की जाँच आप कैसे करेंगे? बतावें ।

4. Discuss Market Survey technique of Project identification and selection.

परियोजना के पहचान एवम् चयन के बाजार सर्वेक्षण तकनीक का वर्णन कीजिये ।



(2)

5. Discuss in brief the different elements of Marketing and Sales Management.
विपणन एवम् विक्रय प्रबन्ध के विभिन्न तत्वों का संक्षेप में वर्णन कीजिये ।

★ 6. What is contract of Sale? Distinguish between contract of Sale and Agreement to Sale. P-219 copy
विक्रय अनुबन्ध क्या है ? विक्रय अनुबन्ध एवम् विक्रय ठहराव में अन्तर बतावें ।

★ 7. What is Financial Statement ? Explain its utility.
वित्तीय विवरण क्या है ? इसकी उपयोगिता का वर्णन कीजिये ।

★ 8. Define Partnership. Discuss the essential elements of Partnership business.
साझेदारी को परिभाषित कीजिये । साझेदारी व्यवसाय के आवश्यक तत्वों का वर्णन कीजिये ।

★ 9. Describe the sources of business finance.
व्यवसायिक वित्त के स्रोतों का वर्णन कीजिये ।

★ 10. Write short notes on the following :
निम्नलिखित पर संक्षिप्त टिप्पणियाँ लिखिये :

- (a) Excise Duty (उत्पाद शुल्क)
- (b) Packaging (पैकेजिंग)

* * *

2012

EDP

Full Marks : 100
Pass Marks : 35

Time : 3 hours

The questions are of equal value

सभी प्रश्नों के मान बराबर हैं

Answer any five questions

किन्हीं पाँच प्रश्नों के उत्तर दें

Candidates are required to give their answers in their own words as far as practicable

परीक्षार्थी यथासम्भव अपने शब्दों में ही उत्तर दें

1. What is entrepreneurship? Discuss its characteristics and importance.

उद्यमिता क्या है? इसकी विशेषताओं एवं महत्व की विवेचना कीजिए।

2. What is project identification? Discuss the criteria for product selection and development.

परियोजना पहचान क्या है? उत्पाद चुनाव एवं विकास के कारणों (तत्त्वों) की विवेचना कीजिए।

12SA—1000/175

(Turn Over)

1. Explain the importance and approaches to Project formulation.

2. What is Plant layout? Discuss the different types of Plant layout.

3. Discuss the methods of long term financing for a project.

4. What is a marketing mix? Discuss its importance in Project management.

5. What are financial statements? Discuss their characteristics and limitations.

6. What are the causes of sickness of small-scale industries in India? Suggest remedial measures.

P-2151218

7. Discuss the main provisions of the Factory Act.

10. Short note.

1. Feasibility Report

2. Advertising

3. Market Survey

4. Structure of Project Report

Techno-
Eco-Techno

Techno-Eco-Techno

10. Write short notes on any two of the following :

निम्नलिखित में से किन्हीं दो पर संक्षिप्त टिप्पणियाँ लिखें :

(a) Role of entrepreneurship

उद्यमिता/उद्यमशीलता की भूमिका

(b) 'Promotion' as a marketing strategy

'प्रमोशन' सम्बन्धी विनिमय (बाजार) की रणनीति

(c) Questionnaire

प्रश्नावली

(d) Documents to be submitted along with business related Loan Application

व्यावसायिक ऋण के आवेदन के साथ संलग्न किए जाने वाले प्रपत्र

(e) Process of Rehabilitation of Sick Units

रुग्ण इकाइयों के पुनर्वास की प्रक्रिया

11msa-1000/238

EDP-Part-III

2011

EDP

Full Marks : 100

Pass Marks : 35

Time : 3 hours

The questions are of equal value

सभी प्रश्नों के मान बराबर हैं

Answer any five questions

किन्हीं पाँच प्रश्नों के उत्तर दें

Candidates are required to give their answers in their own words as far as practicable

परीक्षार्थी यथासम्भव अपने शब्दों में ही उत्तर दें

1. What is meant by 'entrepreneurial competencies'? Discuss few important entrepreneurial competencies and explain how competencies help in identifying potential entrepreneurs.

'उद्यमिक कम्पिटेंसी' से क्या तात्पर्य है? कुछ प्रमुख उद्यमिक कम्पिटेंसी को विवेचना करते हुए भावों उद्यमियों की पहचान के संदर्भ में इनके योगदान पर प्रकाश डालें।

11msa-1000/238

(Turn Over)

(2)

2. Outlining the importance of 'opportunity exploration' explain how it is integral to project identification.

'अवसर की तलाश' के महत्व को बताते हुए उद्यम के चुनाव की प्रक्रिया से इसके अन्वयगत सम्बन्धों की चर्चा करें।

3. Provide the standardized structure of the Techno-Economic Feasibility Report (TEFR) and briefly discuss the contents of each chapter.

तकनीकी-आर्थिक सम्भाव्यता प्रतिवेदन (टी० ई० एफ० आर०) के मानक स्वरूप का वर्णन करते हुए अध्यायवार सामग्री की संक्षिप्त व्याख्या करें।

4. What do you mean by 'choice of technology'? Enumerate various sources of technology available to small entrepreneurs in India. *freemnet*

'तकनीक का चयन' से आप क्या समझते हैं? भारतवर्ष में लघु क्षेत्र के उद्यमियों को उपलब्ध तकनीक के विभिन्न स्रोतों का वर्णन करें।

5. What is 'project appraisal'? Who does it, when and with what objective? Discuss the process and various aspects of project appraisal.

'परियोजना मूल्यांकन' किसे कहते हैं? यह मूल्यांकन किस उद्देश्य से, कब और किसके द्वारा किया जाता है? परियोजना मूल्यांकन की प्रक्रिया एवं विभिन्न चरणों पर प्रकाश डालें।

11msa-1000/238

(Continued)

(3)

6. Analytically examine various ways and means for providing 'after-sales services'.

'विक्री-उपरांत सेवाएँ' प्रदान करने के विभिन्न तरीकों और उपायों की विश्लेषणात्मक व्याख्या करें।

7. Giving details of various books of accounts, discuss how financial transactions are recorded and books of accounts maintained.

विभिन्न लेखा बहियों के बारे में विस्तार से बतलाते हुए वित्तीय लेन-देन का रिकॉर्ड रखने तथा पुस्तपालन के तरीकों को समझाएँ।

8. Briefly describe various provisions of Income Tax as applicable to business enterprises.

'आयकर' के व्यावसायिक उपक्रमों पर लागू होने वाले विभिन्न प्रावधानों एवं नियमों का संक्षिप्त वर्णन करें।

9. Who are Technical Entrepreneurs? What special facilities are provided to them by the Government? Why is technical entrepreneurship being promoted by the Government? *freemnet*

'तकनीकी उद्यमी' कौन हैं? सरकार द्वारा उन्हें कौन-सी विशेष सुविधाएँ प्रदान की जाती हैं? सरकार किन परिस्थितियों में एवं किन कारणों से देश में तकनीकी उद्यमशीलता को बढ़ावा दे रही है?

11msa-1000/238

(Turn Over)

(2)

6. State the nature and risk of Industrial Sickness. How can an entrepreneur minimise the effects of industrial sickness?
7. Why are accounting and audit considered to be an essential feature of project management? What financial statements are prepared to show the periodical operational results of a business?
8. Discuss the principal provisions of the Factories Act or Partnership Act.
9. Why modern marketing extends an excessive reliance to aggressive advertising? Is advertising always in the best interest of the consumers?
10. Explain any two of the following :
 - (a) Impact of Sales Tax on prices of goods and services
 - (b) Need for proper efficiency in human Resource Management
 - (c) Techno-economic Feasibility of a project
 - (d) Product Selection and Development
 - (e) Challenge of survival and growth under economic recession

P-49

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H-EL

2010

EDP

EDP

Full Marks : 100

Pass Marks : 35

Time : 3 Hours

The questions are of equal value

Answer any five questions.

Candidates are required to give their answers in their own words as far as practicable

1. Define Entrepreneurship and discuss its importance for a developing economy
2. Explain the different techniques of Market Survey. Which one technique of market survey may suit cosmetics business?
3. What is Project Formulation? What are its advantages and limitations?
4. Give the major characteristics of an ideal system of Plant Layout and Process Planning appropriate to a manufacturing project
5. What are the different forms of financial support available to project implementation in industry?

MSA-802/27