

Q.5	i.	What are the key components of a business plan, and why is each component important?	4	2	3	4
	ii.	Explain the financial aspects that need to be considered when preparing a business plan.	6	2	3	4
OR	iii.	Discuss the precautions an entrepreneur should take while preparing a business plan to avoid common mistakes.	6	2	4	4
Q.6		Attempt any two:				
	i.	Explain the role of SIDBI in providing financial assistance to MSMEs.	5	2	3	5
	ii.	Discuss the various types of non-financial assistance available to MSMEs from organizations like DIC, SISI, and KVIC.	5	2	3	5
	iii.	Describe the financial incentives and tax concessions available for MSMEs in India.	5	2	10	5

*Total No. of Questions: 6**Total No. of Printed Pages: 4***Enrollment No.....****Faculty of Commerce****End Sem Examination Dec 2024****CM3SE03 Entrepreneurship Development**

Programme: B.Com. (Hons.) Branch/Specialisation: Commerce

Duration: 3 Hrs.**Maximum Marks: 60**

Note: All questions are compulsory. Internal choices, if any, are indicated. Answers of Q.1 (MCQs) should be written in full instead of only a, b, c or d. Assume suitable data if necessary. Notations and symbols have their usual meaning.

		Marks	BL	PO	CO	PSO
Q.1	i.	Which of the following best defines an entrepreneur?	1	1	2	1
	(a)	A person who works for a corporation				
	(b)	A person who initiates and runs a business venture				
	(c)	A person who manages only the marketing of a company				
	(d)	A person who looks after the finances of a business				
	ii.	Which of the following is NOT a characteristic of an entrepreneur?	1	2	3	1
	(a)	Risk-taking ability				
	(b)	Visionary mindset				
	(c)	Resistance to change				
	(d)	High perseverance				
	iii.	Which of the following sectors does NOT fall under MSMEs in India?	1	1	3	2
	(a)	Service sector				
	(b)	Manufacturing sector				
	(c)	Agriculture sector				
	(d)	Trading sector				

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iv.	What is the main difference between micro, small, and medium enterprises?	1	4	1	2	x.	Which of the following is a tax concession available for MSMEs?	1	2	1	5
	(a) Number of employees						(a) Corporate tax exemption				
	(b) Capital investment						(b) GST holiday				
	(c) Business location						(c) Priority sector lending				
	(d) Type of industry						(d) Reduced customs duty on imports				
v.	What is the first step in identifying a business opportunity?	1	1	1	3	Q.2	i. Define entrepreneurship and briefly describe its significance in the economy.	2	1	1	1
	(a) Evaluating alternatives						ii. Explain any three characteristics of a successful entrepreneur.	3	2	3	1
	(b) Scanning the environment						iii. Discuss the different types of entrepreneurs with examples.	5	2	3	1
	(c) Selecting personal competencies					OR	iv. Examine the various factors that influence entrepreneurship and how they impact the decision to become an entrepreneur.	5	4	5	1
	(d) Registering the business										
vi.	Which of the following is NOT a factor to be considered while evaluating business opportunities?	1	2	1	3	Q.3	i. Define Micro, Small, and Medium Enterprises (MSMEs) and mention their key role in the Indian economy.	2	1	3	2
	(a) Market feasibility						ii. Discuss the challenges faced by MSMEs in India and the steps taken by the government to address these challenges.	8	2	5	2
	(b) Social feasibility					OR	iii. Explain the differences between tiny industries, ancillary industries, and cottage industries. How do these types of enterprises contribute to the economic development of India?	8	2	3	2
	(c) Political alliances										
	(d) Technical feasibility					Q.4	i. What are the key steps involved in identifying a business opportunity?	3	2	2	3
vii.	What is the key reason for writing a business plan?	1	1	3	4		ii. Explain the process of evaluating business opportunities based on financial, technical, market, and social feasibility.	7	2	3	3
	(a) To attract customers					OR	iii. Discuss the steps involved in forming a small business venture, including the required permits and clearances.	7	2	10	3
	(b) To secure financing										
	(c) To launch the product										
	(d) To evaluate competitors										
viii.	Which aspect is NOT generally included in a business plan?	1	1	3	4						
	(a) Financial projections										
	(b) Marketing strategy										
	(c) Personal biography of the entrepreneur										
	(d) Human resource plan										
ix.	Which institution primarily provides financial assistance to MSMEs?	1	1	2	5						
	(a) NITI Aayog										
	(b) SIDBI										
	(c) SEBI										
	(d) RBI										

Marking Scheme

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Q.1	i) b) A person who initiates and runs a business venture ii) c) Resistance to change iii) c) Agriculture sector iv) b) Capital investment v) b) Scanning the environment vi) c) Political alliances vii) b) To secure financing viii) c) Personal biography of the entrepreneur ix) b) SIDBI x) d) Reduced customs duty on imports	1 1 1 1 1 1 1 1 1 1	Q.3 i. <input type="checkbox"/> Definition of MSMEs (1 mark) <input type="checkbox"/> Key role of MSMEs in the Indian economy (1 mark) <input type="checkbox"/> Identification of challenges faced by MSMEs (4 marks) (e.g., lack of access to finance, competition, regulatory issues, technological challenges) <input type="checkbox"/> Explanation of steps taken by the government (4 marks) (e.g., MSME policies, financial support schemes, tax incentives, ease of doing business reforms) • Difference 6 points (6 marks) <input type="checkbox"/> Discussion on their contribution to economic development (2 marks) (e.g., employment generation, rural development, promoting local crafts, import substitution)
Q.2	i. <input type="checkbox"/> Definition of entrepreneurship (1 mark) <input type="checkbox"/> Explanation of significance in the economy (1 mark) ii. Each characteristic explained (1 mark each) (For example, risk-taking ability, innovation, and perseverance) iii. 3. Discuss the different types of entrepreneurs with examples. • Types of entrepreneurs listed (2 marks) • Explanation of types (2 marks) • Examples provided (1 mark)	2 3 5	Q.4 i. <input type="checkbox"/> Step 1: Scanning the environment (1 mark) <input type="checkbox"/> Step 2: Evaluation of alternatives (1 mark) <input type="checkbox"/> Step 3: Selection based on personal competencies (1 mark) ii. <input type="checkbox"/> Explanation of financial feasibility (2 marks) <input type="checkbox"/> Explanation of technical feasibility (2 marks) <input type="checkbox"/> Explanation of market feasibility (2 marks) <input type="checkbox"/> Explanation of social feasibility (1 mark) iii. <input type="checkbox"/> Selection of business location (1.5 marks) <input type="checkbox"/> Explanation of clearances and permits required (2 marks) <input type="checkbox"/> Licensing and registration process (2 marks) <input type="checkbox"/> Other formalities (e.g., tax registration, insurance, etc.) (1.5 marks)
OR	iv. <input type="checkbox"/> Listing and explanation of factors (3 marks) (e.g., economic, social, psychological, political factors)	5	□ Discussion on impact on entrepreneurship decision (2 marks) 2 8 8 3 7 7

Q.5	i.	<input type="checkbox"/> Listing of key components (e.g., executive summary, financial plan, marketing plan, etc.) (2 marks)	4
		<input type="checkbox"/> Explanation of the importance of each component (2 marks)	
	ii.	<input type="checkbox"/> Capital requirements (2 marks)	6
		<input type="checkbox"/> Revenue projections and cash flow (2 marks)	
		<input type="checkbox"/> Break-even analysis and profit margin estimates (2 marks)	
OR	iii.	<input type="checkbox"/> Realistic assumptions and projections (2 marks)	6
		<input type="checkbox"/> Ensuring adequate market research (2 marks)	
		<input type="checkbox"/> Clear goals and objectives to guide business activities (2 marks)	
Q.6			
	i.	<input type="checkbox"/> Introduction to SIDBI (1 mark)	5
		<input type="checkbox"/> Explanation of financial products/services offered by SIDBI (e.g., loans, venture capital, credit schemes) (2 marks)	
		<input type="checkbox"/> Role of SIDBI in promoting MSME growth and development (2 marks)	
	ii.	iii. Explanation of non-financial assistance from DIC (e.g., infrastructure support, advisory services) (1.5 marks)	5
		iv. Explanation of non-financial assistance from SISI (e.g., technical support, training) (1.5 marks)	
		v. Explanation of non-financial assistance from KVIC (e.g., promotion of cottage industries, skill development) (2 marks)	
	vi.	<input type="checkbox"/> Overview of financial incentives (e.g., subsidies, priority sector lending) (2 marks)	5
		<input type="checkbox"/> Tax concessions available (e.g., reduced corporate tax rates, GST benefits) (2 marks)	
		<input type="checkbox"/> Explanation of other benefits such as ease of compliance or exemptions (1 mark)	