

# Faculty of Science

## End Semester Examination May 2025

### BT3AE04 Entrepreneurship Development

<b>Programme</b>	:	B.Sc.	<b>Branch/Specialisation</b>	:	BT
<b>Duration</b>	:	3 hours	<b>Maximum Marks</b>	:	60

**Note:** All questions are compulsory. Internal choices, if any, are indicated. Assume suitable data if necessary. Notations and symbols have their usual meaning.

<b>Section 1 (Answer all question(s))</b>				<b>Marks CO BL</b>
<b>Q1.</b> Which of these is a challenge faced by modern entrepreneurs?				1 1 1
<input type="radio"/> Unlimited funding			<input checked="" type="radio"/> Lack of innovation	
<input type="radio"/> Easy market entry			<input type="radio"/> Access to skilled labor only	
<b>Q2.</b> Entrepreneurs are:				1 1 1
<input type="radio"/> Moderate risk takers			<input type="radio"/> High risk takers	
<input type="radio"/> No risk takers			<input checked="" type="radio"/> Both (A) and (B)	
<b>Q3.</b> The liability of a sole-trader is:				1 2 1
<input type="radio"/> Limited to his investment			<input type="radio"/> Limited to total property of business	
<input checked="" type="radio"/> Unlimited			<input type="radio"/> None of these	
<b>Q4.</b> The purpose of financial analysis is to determine _____ of the project.				1 2 1
<input type="radio"/> Input feasibility			<input type="radio"/> Output feasibility	
<input checked="" type="radio"/> Financial Feasibility			<input type="radio"/> Cost-benefit feasibility	
<b>Q5.</b> Which of the following is a source of finance?				1 3 1
<input type="radio"/> Public Finance			<input type="radio"/> Private Finance	
<input type="radio"/> Institutional Finance			<input checked="" type="radio"/> All of these	
<b>Q6.</b> Which of the following is not an inventory?				1 3 1
<input checked="" type="radio"/> Machine			<input type="radio"/> Raw material	
<input type="radio"/> Finished goods			<input type="radio"/> Consumable tools	
<b>Q7.</b> Which is not a stage in PLC?				1 4 1
<input type="radio"/> Introduction stage			<input type="radio"/> Growth stage	
<input type="radio"/> Decline stage			<input checked="" type="radio"/> Promotion stage	
<b>Q8.</b> _____ is related to the rebate and discount.				1 4 1
<input type="radio"/> Product			<input type="radio"/> Place	
<input checked="" type="radio"/> Price			<input type="radio"/> Promotion	
<b>Q9.</b> The International business as it exists today is to a great extent the result of-				1 5 1
<input type="radio"/> Language specialization			<input checked="" type="radio"/> Geographical specialization	
<input type="radio"/> Cultural difference			<input type="radio"/> Custom practices	
<b>Q10.</b> Which of the following document is required in connection with an import transaction?				1 5 1
<input type="radio"/> Certificate of origin			<input type="radio"/> Shipping Bill	
<input checked="" type="radio"/> Letter of credit			<input type="radio"/> Mate's receipt	

### Section 2 (Answer all question(s))

**Marks CO BL**

**Q11.** What is an enterprise?

2 1 2

<b>Rubric</b>	<b>Marks</b>
As per explanation	2

**Q12.** What are the key functions of an entrepreneur?

3 1 2

<b>Rubric</b>	<b>Marks</b>
any 3 functions 1 mark each	3

**Q13. (a)** Explain the challenges and opportunities faced by entrepreneurs in the modern business environment.

5 1 3

<b>Rubric</b>	<b>Marks</b>
2 challenges and 3 opportunities (1 mark each)	5

**(OR)**

**(b)** Explain the impact of entrepreneurial ecosystems on business success.

<b>Rubric</b>	<b>Marks</b>
As per the explanation	5

### **Section 3 (Answer all question(s))**

**Marks CO BL**

**Q14.** Briefly explain four types of business structures.

4 2 2

<b>Rubric</b>	<b>Marks</b>
Types	4

**Q15. (a)** Describe the process of project identification and the criteria for selecting a viable business opportunity.

6 2 3

<b>Rubric</b>	<b>Marks</b>
Process 3marks, Identification 3 marks	6

**(OR)**

**(b)** Explain different forms of business structures. Explain their advantages and disadvantages.

<b>Rubric</b>	<b>Marks</b>
2 mark for each business structure	6

### **Section 4 (Answer all question(s))**

**Marks CO BL**

**Q16.** What are the major sources of fixed capital in a business?

4 3 2

<b>Rubric</b>	<b>Marks</b>
any 4 sources 1 mark each	4

**Q17. (a)** Explain the significance of finance in business and discuss the different sources of working capital.

6 3 3

Rubric	Marks
3 marks for significance and 3 marks for sourcing	6

**(OR)**

**(b)** What are inventory management techniques? Explain their role in business operations.

Rubric	Marks
techniques 3 marks and 3 marks for role	6

### Section 5 (Answer all question(s))

Marks CO BL

**Q18.** Define marketing and explain its importance in business.

4 4 2

Rubric	Marks
Meaning	2
Importance	2

**Q19. (a)** Explain the concept of the marketing mix and discuss each of the four P's in detail.

6 4 3

Rubric	Marks
concept 2 marks, 1 marks for each marketing p	6

**(OR)**

**(b)** How does marketing research contribute to business success? Explain with examples.

Rubric	Marks
5 marks for explanation aND 1 MARK FOR EXAMPLE	6

### Section 6 (Answer all question(s))

Marks CO BL

**Q20.** What are the main criteria for product selection in international business?

4 5 2

Rubric	Marks
1 MARK FOR EACH	4

**Q21. (a)** Explain the key strategies for entering international markets and their advantages.

6 5 3

Rubric	Marks
1 MARK FOR EACH	6

**(OR)**

**(b)** How do government agencies support export promotion? Provide examples.

Rubric	Marks
AS PER EXPLANATION	6

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