

# Faculty of Management Studies

## End Semester Examination May 2025

### MS5OE18 Entrepreneurship

<b>Programme</b>	:	MBA	<b>Branch/Specialisation</b>	:	-
<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.

Section 1 (Answer all question(s))				Marks	CO	BL
<b>Q1.</b> Entrepreneurs are of _____ types.				1	1	1
<input type="radio"/> Two						
<input checked="" type="radio"/> Four						
<input type="radio"/> Three						
<input type="radio"/> Many						
<b>Q2.</b> Risk-taker characteristic of an entrepreneur means-				1	1	1
<input type="radio"/> Independent						
<input type="radio"/> Energetic						
<input checked="" type="radio"/> Likes Challenges						
<b>Q3.</b> A franchise owner makes money through				1	3	2
<input checked="" type="radio"/> Selling products and services						
<input type="radio"/> Earning from franchisee network growth						
<input type="radio"/> Rent from franchisee property						
<input type="radio"/> Lutial franchisee fee payment.						
<b>Q4.</b> Acquisition can happen when –				1	2	2
<input type="radio"/> Take over of existing firm by new firm						
<input type="radio"/> Take of sick firm by healthy firm						
<input checked="" type="radio"/> All of these						
<b>Q5.</b> The _____ is a short overview of the entire business plan.				1	3	2
<input checked="" type="radio"/> Executive summary						
<input type="radio"/> Executive plan						
<input type="radio"/> Business summary						
<input type="radio"/> All of these						
<b>Q6.</b> Which one may not be considered as common business plan mistake-				1	3	3
<input type="radio"/> Unrealistic Financial projections						
<input type="radio"/> Too much hype						
<input checked="" type="radio"/> Not defining a Target Audience						
<input checked="" type="radio"/> Market Research						
<b>Q7.</b> Which one is counted as financing stage?				1	4	3
<input checked="" type="radio"/> Bridge stage						
<input type="radio"/> Retrenchment stage						
<input type="radio"/> Diversification stage						
<input type="radio"/> All of these						
<b>Q8.</b> How do the venture capitalists reduce the risk of investment?				1	4	3
<input type="radio"/> By supporting Start-Ups						
<input type="radio"/> By charging higher interest rates						
<input checked="" type="radio"/> By taking loans from SFCs						
<input checked="" type="radio"/> By co-investing with other VC firms						
<b>Q9.</b> Which one is not the role of directorate of industries?				1	5	2
<input type="radio"/> Registration and Licensing						
<input type="radio"/> Promotion of Small and Medium Enterprises						
<input type="radio"/> Facilitation of Industrial Infrastructure						
<input checked="" type="radio"/> Conducting Market Research						
<b>Q10.</b> KVIC stand for –				1	5	1
<input checked="" type="radio"/> Khadi and Village Industries Commission						
<input type="radio"/> Both (A) & (B)						
<input type="radio"/> Kutir Village Industry Committee						
<input type="radio"/> None of these						

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

Marks

CO

BL

**Q11.** Explain the role of entrepreneurship in economic development.

2 1 2

<b>Rubric</b>	<b>Marks</b>
2 marks for role	2

**Q12.** Explain how non-economic factors affect entrepreneurial growth.

2 2 3

<b>Rubric</b>	<b>Marks</b>
Any 2 non economic factors, 1 mark each	2

**Q13. (a)** Describe various types of entrepreneurs.

4 2 3

<b>Rubric</b>	<b>Marks</b>
Any four types, 1 mark for each type	4

**(OR)**

**(b)** Discuss any four types of entrepreneurial challenges to an entrepreneur.

<b>Rubric</b>	<b>Marks</b>
Any four types od challanges, 1 mark for each type	4

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

**Marks CO BL**

**Q14.** What are the ways available to identify entrepreneurial opportunities?

3 3 2

<b>Rubric</b>	<b>Marks</b>
Any 3 ways to identify entrepreneurial opportunities. 1 mark for each way	3

**Q15. (a)** What do you mean by franchising arrangement? How does a franchise work?

5 3 3

<b>Rubric</b>	<b>Marks</b>
3 marks for explaining franchising arrangements. 2 marks for explaining how it works	5

**(OR)**

**(b)** Discuss the process of project finalisation.

<b>Rubric</b>	<b>Marks</b>
5 marks for explanation in details,	5

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

**Marks CO BL**

**Q16.** Explain the significance of business plan.

3 4 3

<b>Rubric</b>	<b>Marks</b>
Any three significance. One mark for each significance.	3

**Q17. (a)** Explain the ways of formulation and presentation of business plan.

5 4 3

Rubric	Marks
3 marks for formulation and 2 marks for presentation of business plan	5

(OR)

**(b)** Discuss the common errors occurring in business plan formulation.

Rubric	Marks
Any 5 common errors, 1 mark each	5

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

Marks CO BL

**Q18.** Write down various stages of financing an entrepreneurial project.

2 4 4

Rubric	Marks
Any 2 stage. 1 mark for each stage.	2

**Q19.** Discuss the meaning and significance of venture capital.

3 4 3

Rubric	Marks
2 marks for meaning and 1 mark for significance of venture capital.	3

**Q20. (a)** Explain various criteria for evaluating new venture proposals.

3 3 5

Rubric	Marks
Any 3 criteria for evaluating new venture proposals. 1 mark each.	3

(OR)

**(b)** Describe various sources of financing for an Indian Entrepreneur.

Rubric	Marks
Any three sources of financing for an Indian Entrepreneur. 1 mark each for explaining.	3

### Section 6 (Answer any 2 question(s))

Marks CO BL

**Q21.** Discuss the role of state financial corporations as institutional support to entrepreneurship.

4 5 2

Rubric	Marks
Any 4 role of state financial corporations as institutional support to entrepreneurship. 1 each for explaining.	4

**Q22.** Explain the significance of Khadi and Village Industries Commission (KVIC) in economic development. 4 5 3

Rubric	Marks
Any 4 significance of Khadi and Village Industries Commission (KVIC) in economic development. 1 mark each for explaining	4

**Q23.** How does Small Industries Development Bank of India (SIDBI) provide support to entrepreneurs in India.? 4 5 3

Rubric	Marks
Any 4 support role of SIDBI. 1 mark each for explaining	4

**Q24. Case Study:**

The classical economists like Adam Smith and David Ricardo did not recognise the role of entrepreneur at all. Adam Smith considered the rate of capital formation as the key component of economic growth. Ricardo suggested two policy variables, namely socio-culture environments and technological improvements, which increase the marginal productivity of labour and capital. Thus, in both the analysis, the role of entrepreneurs is totally ignored. But Schumpeter postulates that the rate of economic progress of a country depends largely upon its rate of innovation, which, in turn depends upon the entrepreneurial talent. According to Schumpeter, technological development cannot alone bring about economic growth unless they're put to practical use by the entrepreneurs. Similarly, Peter Drucker has also emphasised that this is the age of the entrepreneurs' society. Economic development and growth of a country depends to a great extent upon effective entrepreneurship. In his opinion, entrepreneurs play a crucial role for the creation of new smaller enterprises that energise the economic structure through constant creativity, new businessmen- entrepreneurs assure a strong economy and rising national income. Thus, the role of entrepreneurs is important as it not only complements but also supplements the economic growth of the country. To be clearer, entrepreneurs initiate, increase and sustain the economic growth by the ways of- Generation of employment, capital formation, increase in per capita income, improvement in physical quality of life, improvement in standard of living, growth of infrastructure facilities, economic independence, backward and forward linkages.

**Questions:**

1. Critically analyse the opinion of Adam Smith and Ricardo that of Schumpeter on entrepreneurship.
2. Why do the roles of entrepreneurs become important in an economy?
3. How do entrepreneurs able in sustaining economic growth?

Rubric	Marks
<ol style="list-style-type: none"> <li>1. 5 marks for Critical analyse the opinion of Adam Smith and Ricardo.</li> <li>2. 3 marks for explaining roles of entrepreneurs become important in an economy.</li> <li>3. 2 marks for explaining how do entrepreneurs able in sustaining economic growth.</li> </ol>	10

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