



Enrollment No.....

## Faculty of Commerce

End Sem (Odd) Examination Dec-2019

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.

- Q.1 i. What is the need of entrepreneurship? **1**  
 (a) For new innovation (b) To fill gap in growth  
 (c) For healthy competition (d) All of these
- ii. Entrepreneurs attributes includes. **1**  
 (a) Preservence (b) Hard working  
 (c) Determination (d) All of these
- iii. Name the institution which was set up in 1982 to promote integrated rural development. **1**  
 (a) NSIC (b) NABARD (c) SIDBI (d) NCEUS
- iv. Investment in equipments service sector in Medium scale industry should be: **1**  
 (a) Up to 10 Lacs (b) 10 Lacs – 2 Crores  
 (c) 2 Crores- 5 Crores (d) None of these
- v. Which of the following is not considered while selecting the region? **1**  
 (a) Law and order (b) Availability of raw materials  
 (b) Price of land (d) Proximity to the product market
- vi. The opposite of "opportunity thinking" is: **1**  
 (a) Obstacle thinking (b) Thought self-leadership.  
 (c) Self-efficacy (d) Adaptive response behaviour.
- vii. \_\_\_\_\_ business plan is 10 -15 pages and works best for companies that are very early in their development. **1**  
 (a) Summary (b) Full  
 (c) Operational (d) None of these
- viii. \_\_\_\_\_ outlines how your business will be run and how your product or service will be produced. **1**  
 (a) Marketing Plan (b) Operations Plan  
 (c) Company Description (d) None of these

- ix. CEDMAP was established in the year \_\_\_\_\_ **1**  
 (a) 1818 (b) 1988 (c) 1958 (d) 1998
- x. \_\_\_\_\_ are set up one in each state to provide consultancy and training to small and prospective entrepreneurs **1**  
 (a) SISI's (b) MSME's (c) NABARD (d) None of these
- Q.2 i. Write the meaning and definition of entrepreneurship? **4**  
 ii. Explain the types and functions of entrepreneurs in detail. **6**
- OR iii. Elaborate all the factors influencing entrepreneurship. **6**
- Q.3 i. Write the meaning and definition of product range and capital investment. **4**  
 ii. Explain in detail the meaning and importance of tiny industries, ancillary industries and cotton industries. **6**
- OR iii. Write in detail the policies governing MSME's. **6**
- Q.4 i. What do you understand by business opportunity? Explain giving suitable examples. **4**  
 ii. Describe the steps involved in the formation of a small business venture. **6**
- OR iii. What do you understand by financial, technical and market feasibility study? **6**
- Q.5 i. What are the precautions one has to take care while preparing business plan? **4**  
 ii. Elaborate the contents of business project proposal. **6**
- OR iii. Describe the significance of writing the business plan. **6**
- Q.6 Attempt any two: **5**  
 i. Explain the SFC's and SIDBI's. **5**  
 ii. Describe the assistance for obtaining raw material and machinery. **5**  
 iii. Write the non-financial assistance from DIC, SISI. **5**

\*\*\*\*\*

## Marking Scheme

### CM3SE03 Entrepreneurship Development

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.

Q.1	i.	What is the need of entrepreneurship?		<b>1</b>
		(b) To fill gap in growth		
	ii.	Entrepreneurs attributes includes.		<b>1</b>
		(d) All of these		
	iii.	Name the institution which was set up in 1982 to promote integrated rural development.		<b>1</b>
		(b) NABARD		
	iv.	Investment in equipments service sector in Medium scale industry should be:		<b>1</b>
		(c) 2 Crores- 5 Crores		
	v.	Which of the following is not considered while selecting the region?		<b>1</b>
		(b) Price of land		
	vi.	The opposite of "opportunity thinking" is:		<b>1</b>
		(a) Obstacle thinking		
	vii.	_____ business plan is 10 -15 pages and works best for companies that are very early in their development.		<b>1</b>
		(a) Summary		
	viii.	_____ outlines how your business will be run and how your product or service will be produced.		<b>1</b>
		(b) Operations Plan		
	ix.	CEDMAP was established in the year _____		<b>1</b>
		(b) 1988		
	x.	_____ are set up one in each state to provide consultancy and training to small and prospective entrepreneurs		<b>1</b>
		(a) SISI's		
Q.2	i.	Meaning of entrepreneurship	2 marks	<b>4</b>
		Definition of entrepreneurship	2 marks	
				<b>6</b>
	ii	Explain the types	3 marks	
		Functions of entrepreneurs in detail.	3 marks	
	iii.	Factors influencing entrepreneurship.	(1 mark*6)	<b>6</b>
Q.3	i.	Meaning and definition of product range	2 marks	<b>4</b>
		Meaning and definition of Capital investment.	2 marks	
	ii.	Meaning	2 marks	<b>6</b>
		Importance	4 marks	

OR	iii.	Policies governing MSME's.	(1 mark*6)	<b>6</b>
Q.4	i.	Business opportunity	(As per explanation)	<b>4</b>
		Suitable examples.		
	ii.	Formation of a small business venture	(As per explanation)	<b>6</b>
OR	iii.	Define financial	2 marks	<b>6</b>
		Define technical	2 marks	
		Define market feasibility study	2 marks	
Q.5	i.	Precautions	(1 mark*4)	<b>4</b>
	ii.	Contents of business project proposal	(As per explanation)	<b>6</b>
OR	iii.	Significance of writing the business plan.	(1 mark*6)	<b>6</b>
Q.6		Attempt any two:		
	i.	Define SFC's	2.5 mark	<b>5</b>
		Define SIDBI's.	2.5 mark	
	ii.	Obtaining raw material and machinery	(As per explanation)	<b>5</b>
	iii.	Non-financial assistance from DIC	2.5 marks	<b>5</b>
		Non-financial assistance from SISI.	2.5 marks	

\*\*\*\*\*