

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 |
| | (a) Number of employees | | | | |
| | (b) Capital investment | | | | |
| | (c) Business location | | | | |
| | (d) Type of industry | | | | |
| v. | What is the first step in identifying a business opportunity? | 1 | 1 | 1 | 3 |
| | (a) Evaluating alternatives | | | | |
| | (b) Scanning the environment | | | | |
| | (c) Selecting personal competencies | | | | |
| | (d) Registering the business | | | | |
| vi. | Which of the following is NOT a factor to be considered while evaluating business opportunities? | 1 | 2 | 1 | 3 |
| | (a) Market feasibility | | | | |
| | (b) Social feasibility | | | | |
| | (c) Political alliances | | | | |
| | (d) Technical feasibility | | | | |
| vii. | What is the key reason for writing a business plan? | 1 | 1 | 3 | 4 |
| | (a) To attract customers | | | | |
| | (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 | | | | |

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|-----|------|---|----------|---|----|---|
| | x. | Which of the following is a tax concession available for MSMEs? | 1 | 2 | 1 | 5 |
| | | (a) Corporate tax exemption | | | | |
| | | (b) GST holiday | | | | |
| | | (c) Priority sector lending | | | | |
| | | (d) Reduced customs duty on imports | | | | |
| Q.2 | i. | Define entrepreneurship and briefly describe its significance in the economy. | 2 | 1 | 1 | 1 |
| | ii. | Explain any three characteristics of a successful entrepreneur. | 3 | 2 | 3 | 1 |
| | iii. | Discuss the different types of entrepreneurs with examples. | 5 | 2 | 3 | 1 |
| OR | iv. | Examine the various factors that influence entrepreneurship and how they impact the decision to become an entrepreneur. | 5 | 4 | 5 | 1 |
| Q.3 | i. | Define Micro, Small, and Medium Enterprises (MSMEs) and mention their key role in the Indian economy. | 2 | 1 | 3 | 2 |
| | ii. | Discuss the challenges faced by MSMEs in India and the steps taken by the government to address these challenges. | 8 | 2 | 5 | 2 |
| 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 |
| Q.4 | i. | What are the key steps involved in identifying a business opportunity? | 3 | 2 | 2 | 3 |
| | ii. | Explain the process of evaluating business opportunities based on financial, technical, market, and social feasibility. | 7 | 2 | 3 | 3 |
| OR | iii. | Discuss the steps involved in forming a small business venture, including the required permits and clearances. | 7 | 2 | 10 | 3 |

Marking Scheme
CM3SE03 Entrepreneurship Development

Q.1	i)	b) A person who initiates and runs a business venture	1
	ii)	c) Resistance to change	1
	iii)	c) Agriculture sector	1
	iv)	b) Capital investment	1
	v)	b) Scanning the environment	1
	vi)	c) Political alliances	1
	vii)	b) To secure financing	1
	viii)	c) Personal biography of the entrepreneur	1
	ix)	b) SIDBI	1
	x)	d) Reduced customs duty on imports	1
Q.2	i.	<input type="checkbox"/> Definition of entrepreneurship (1 mark)	2
		<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)	3
	iii.	3. Discuss the different types of entrepreneurs with examples. <ul style="list-style-type: none"> • Types of entrepreneurs listed (2 marks) • Explanation of types (2 marks) • Examples provided (1 mark) 	5
OR	iv.	<input type="checkbox"/> Listing and explanation of factors (3 marks) (e.g., economic, social, psychological, political factors)	5

		<input type="checkbox"/> Discussion on impact on entrepreneurship decision (2 marks)	
Q.3	i.	<input type="checkbox"/> Definition of MSMEs (1 mark)	2
	ii.	<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)	8
OR		<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)	
	iii.	• 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)	8
Q.4	i.	<input type="checkbox"/> Step 1: Scanning the environment (1 mark) <input type="checkbox"/> Step 2: Evaluation of alternatives (1 mark)	3
	ii.	<input type="checkbox"/> Step 3: Selection based on personal competencies (1 mark) <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)	7
OR		<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)	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)		
OR		<input type="checkbox"/> Break-even analysis and profit margin estimates (2 marks)		
	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)		