



Faculty of Science

End Semester Examination May 2025

BT3AE04 Entrepreneurship Development

Programme	:	B.Sc.	Branch/Specialisation	:	BT
Duration	:	3 hours	Maximum Marks	:	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
Q1.	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					
Q2.	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)					
Q3.	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					
Q4.	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					
Q5.	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					
Q6.	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					
Q7.	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					
Q8.	_____ 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					
Q9.	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					
Q10.	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

Rubric	Marks
As per explanation	2

Q12. What are the key functions of an entrepreneur?

3 1 2

Rubric	Marks
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

Rubric	Marks
2 challenges and 3 opportunities (1 mark each)	5

(OR)

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

Rubric	Marks
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

Rubric	Marks
Types	4

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

6 2 3

Rubric	Marks
Process 3marks, Identification 3 marks	6

(OR)

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

Rubric	Marks
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

Rubric	Marks
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
