



End Term (Odd) Semester Examination November 2025

Roll no.....

Name of the Course and semester: B. Tech. 3rd Semester (ME)

Name of the Paper: Entrepreneurship for Engineers

Paper Code: TME 310

Time: 3 hour

Maximum Marks: 100

Note:

- (i) All the questions are compulsory.
- (ii) Answer any two sub questions from a, b and c in each main question.
- (iii) Total marks for each question is 20 (twenty).
- (iv) Each sub-question carries 10 marks.

Q1. (2X10=20 Marks)

- a. Explain the concept and characteristics of entrepreneurship with reference to engineering graduates. (CO1)
- b. Discuss various objectives of entrepreneurship development programs (EDPs). (CO1)
- c. Illustrate with examples the types of entrepreneurship based on ownership and innovation. (CO1)

Q2. (2X10=20 Marks)

- a. Describe the role of social and cultural factors in shaping entrepreneurial behavior. (CO2)
- b. Discuss how an engineer can identify potential business opportunities in the technology sector. (CO2)
- c. Explain with example how PESTLE analysis helps entrepreneurs in strategic decision-making. (CO2)

Q3. (2X10=20 Marks)

- a. List and explain various sources of finance available for startups in India. (CO3)
- b. Discuss the role of central and state-level institutions supporting entrepreneurs. (CO3)
- c. Explain the procedure for registration and licensing of a small enterprise. (CO3)

Q4. (2X10=20 Marks)

- a. Evaluate the difference between risk-taking and strategic planning in entrepreneurship. (CO4)
- b. Explain Porter's competitive strategies and their relevance to startup ventures. (CO4)
- c. Discuss how innovation and creativity contribute to entrepreneurial success. (CO4)

Q5. (2X10=20 Marks)

- a. Describe the importance of marketing mix (4Ps) in small business management. (CO5 & CO6)
- b. Explain the steps involved in preparing a business model canvas. (CO5 & CO6)
- c. Develop an outline of a business plan for launching an eco-friendly gadget startup. (CO5 & CO6)