

- Q.22 Describe importance of Entrepreneur  
 Q.23 What criteria would you adopt for product selection?  
 Q.24 Define need of various entrepreneurial competencies.  
 Q.25 Describe role of financial management in small business development.  
 Q.26 Define selection criteria for project.  
 Q.27 Explain Socio factors affecting entrepreneur?  
 Q.28 Define meaning and importance of TQM?  
 Q.29 What is financial visibility of project?  
 Q.30 Define techniques of sales promotion.  
 Q.31 Describe the importance of marketing management in small business development.  
 Q.32 How to analysis of project report.  
 Q.33 What are the types of entrepreneurship?  
 Q.34 What is SWOT analysis?  
 Q.35 Bring out the types of entrepreneur on the basis of functional characteristics.

#### **SECTION-D**

- Note:** Long answer type questions. Attempt any two questions out of three questions. (2x10=20)
- Q.36 Describe the various steps to be taken by an entrepreneur to start a small industry.  
 Q.37 What are the characteristics of a successful entrepreneur. What is the concept of entrepreneurial competency?  
 Q.38 What are the steps involved in identifying and selecting a project?

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**4th Sem / Office Management and Computer Application**  
**Subject:- Entrepreneurship and Small Business Development**

Time : 3Hrs. M.M. : 100

#### **SECTION-A**

**Note:** Multiple choice questions. All questions are compulsory (10x1=10)

- Q.1 The process of creating something new is called:  
 a) Creative flexibility b) Management  
 c) Business d) Innovation  
 Q.2 An entrepreneur who is the owner of more than one business is called:  
 a) Portfolio Entrepreneur  
 b) Intrapreneur  
 c) Corporate Entrepreneur  
 d) None of the above  
 Q.3 An individual who starts, creates and manages a new business can be called  
 a) A leader b) A manager  
 c) A professional d) An entrepreneur  
 Q.4 The feasibility study process of entrepreneurship are  
 a) Illumination b) Verification  
 c) Both (a) & (b) d) None of these  
 Q.5 Entrepreneurship is useful to the organization because of \_\_\_\_\_  
 a) Development of managerial capabilities  
 b) Creation of organization

- c) Improving Standard of living & economic development  
d) All of these
- Q.6** Why are small business important to a country's economy?  
a) They give an outlet to entrepreneurs  
b) They can provide specialist support to larger companies  
c) They can be innovators of new product  
d) All of these
- Q.7** Sustainability of entrepreneur development depends on factors like \_\_\_\_\_  
a) Technical skills  
b) Technology  
c) Organizational Sustainability  
d) All of these
- Q.8** Entrepreneurship are \_\_\_\_\_  
a) Moderate risk takers b) High risk takers  
c) Avoidance d) Both (a) & (b)
- Q.9** TQM stand for  
a) Total Quality Management  
b) Total Quantity Management  
c) Both  
d) None of these
- Q.10** Quality practices must be carried out \_\_\_\_\_  
a) At the start of the project  
b) Throughout the life of the project  
c) at the end of the project  
d) no need to carry out quality practices

## SECTION-B

**Note:** Objective type questions. All questions are compulsory.  $(10 \times 1 = 10)$

- Q.11** Is technical knowledge is barriers of Entrepreneurship. (True/False)  
**Q.12** Is to fill gap in growth is need of Entrepreneurship. (True/False)  
**Q.13** Full form of TQM. (Total Quality Management / Total Quantity Management)  
**Q.14** Entrepreneurship is life blood of Company. (True/False)  
**Q.15** An Entrepreneur must should Hard Working and innovative. (True/False)  
**Q.16** SIDBI provide services like factoring, leasing etc to small units (True/False)  
**Q.17** A technical project report is a document that describes the results, methods, and analysis of a technical project or research. (True/False)  
**Q.18** Which of the following is a personnel management function? (Budgeting/Recruitment)  
**Q.19** What is the purpose of a code of conduct in the workplace? (Employee discipline / Employee motivation)  
**Q.20** Environmental forces affects the business. (True/False)

## SECTION-C

**Note:** Short answer type questions. Attempt any twelve questions out of fifteen questions.  $(12 \times 5 = 60)$

- Q.21** Define TQM and its importance.