

# **EEB Unique Questions**



## **Unit 1: Foundations of Entrepreneurship**

- Describe a Woman Entrepreneur and state the steps government should take to encourage women entrepreneurs? (MAY 2023, DEC 2023, MAY 2024, DEC 2024)
  - Compare: Manager Vs Entrepreneur (MAY 2023)
  - How does an entrepreneur encourage the economic development of a country. (MAY 2024)
  - Explain the role of Entrepreneur in the economic development of the country. (DEC 2023, DEC 2024)
  - Explain the term acquisition/merger. (MAY 2024)
  - Compare acquisition and merger. Also give relevant examples. (DEC 2024)
  - Explain the types of startups? (MAY 2025)
  - Discuss characteristics of successful Entrepreneur with the help of example? (MAY 2025)
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## **Unit 2: Entrepreneurial Motivation & Venture Types**

- Describe Entrepreneurial motivation and explain different ways an entrepreneur can motivate his employees. (MAY 2023)
  - List the Government policies on SMEs. (DEC 2023)
  - Explain the need for motivation of employees. (MAY 2024)
  - Compare Financial and Non-Financial methods of motivation for employees. (DEC 2023)
  - Explain the different methods of financial motivation an employer can use to motivate his employees. (DEC 2024)
  - Which are the methods to initiate new venture? (MAY 2025)
  - Discuss in detail Entrepreneurial motivation. (MAY 2025)
  - Explain the criteria for evaluating new-venture proposals. (MAY 2025)
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## Unit 3: Business Planning & Strategy

- Write a detailed report on factors to be considered when starting a new business. (MAY 2023)
- List different factors that can result in failure of a new venture. (MAY 2023)
- State and explain with examples indicating the features of a good business plan. (MAY 2023)
- Write a detailed business report on starting a new Electronic Components business using SWOT (Strength Weakness Opportunity Threat) analysis. (DEC 2023)
- Enlist different factors that an entrepreneur should consider to make sure that the a new venture does not fail. (DEC 2023)
- State and explain with examples indicating the features of a good marketing plan. (DEC 2023)
- Write a detailed business report on starting a new Supply Chain Management business using SWOT (Strength Weakness Opportunity Threat) analysis (MAY 2024)
- Enlist the salient features of a good Marketing Plan. (MAY 2024)
- Explain the advantages of SWOT (Strength Weakness Opportunity Threat) analysis to prepare a business plan for starting a new business. (DEC 2024)
- Explain the features of a good business plan that can prevent the failure of a new business. (DEC 2024)
- State and explain with examples the features of a good marketing plan. (DEC 2024)
- Explain business plan and its element in detail. (MAY 2025)
- Write short notes of following: i) Promoters and shareholders ii) Customer Analysis (MAY 2025)
- Prepare the business plan for starting the skill development training institute. (MAY 2025)

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## Unit 4: Finance & Management

- List different methods of acquisition. (MAY 2023)
- Write about Scientific management. Explain Taylor's four principles of scientific

management. (MAY 2023)

- Enlist and explain the different sources of Finance for enterprises. (MAY 2023)
  - List and explain the different sources of Long term Finance. (DEC 2023)
  - List and explain the different sources of Medium term Finance. (MAY 2024)
  - List and explain the different tenures of financing available for entrepreneurs. (DEC 2024)
  - Discuss human resource management. (MAY 2025)
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## **Unit 5: E-Business & Digital Transformation**

- Define E-commerce and explain different types of E-commerce. (MAY 2023, DEC 2023, MAY 2024)
  - Explain with example the following statement: E-commerce can result in globalization of the business activity. (MAY 2023)
  - Describe the challenges of e-business models. (DEC 2023)
  - List the different types of e-business models. (MAY 2024)
  - Explain the different types of E-business models. (DEC 2024)
  - Explain the steps to setup an e commerce portal for selling Retail Products. (MAY 2024)
  - Compare Online and Brick and Mortar methods of Sales. (MAY 2024)
  - Differentiate between Brick and Mortar business and Online business. (DEC 2024)
  - "Technology adoption leads to Successful Business activity". Comment on this statement, Justify your answer. (DEC 2023)
  - "Advancement in Technology has increased the types of business activities". Comment on this statement. Justify your answer. (DEC 2024)
  - Explain how E-governance helps as an efficient tool for improving entrepreneurship. (DEC 2024)
  - Describe the benefits of digital technology adaption? (MAY 2025)
  - Explain in detail type of Ecommerce. (MAY 2025)
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## **Unit 6: Enterprise Systems & Supply Chain**

- Write a note on Supply Chain Management (MAY 2023)
- Explain Supply Chain Management (SCM) and enlist its characteristics. (DEC 2023, MAY 2024)
- Define an ERP. List the different features an ERP should have for an educational institute software. (MAY 2023)
- Discuss the core and extended components of ERP system. (MAY 2023)
- Define an ERP. List the different features of ERP. (DEC 2023)
- Explain briefly the different modules of ERP. (MAY 2024)
- Explain the evolution of ERP. List the different features of ERP. (DEC 2024)
- Explain procurement and E-Procurement and describe the components of e-Procurement. (MAY 2023, DEC 2023, MAY 2024, DEC 2024)
- Write the benefits of ERP implementation. (MAY 2025)
- Explain in detail the following information systems: ESS,DSS,MIS,TPS. (MAY 2025)
- Discuss characteristics of supply chain management. (MAY 2025)
- Discuss functional areas of CRM (MAY 2025)