

DO NOT WRITE ANYTHING ON QUESTION PAPER EXCEPT YOUR NAME, DEPARTMENT AND ENROLMENT No.

Name of Student ----- Enrolment No. -----

Department / School -----

**BENNETT UNIVERSITY, GREATER NOIDA**

**Mid Term Examination, Even SEMESTER 2019-20**

COURSE CODE: CIE101L

MAX. DURATION: 1 Hr

COURSE NAME: Foundations of Entrepreneurship

MAX. MARKS: 20

**Note :** 1. All questions are compulsory

2. Numbers to the right indicate marks

**Q.1** Write an essay on the topic 'Why I believe I *can* become an Entrepreneur' **OR** on the topic 'Why I believe I *cannot* become an Entrepreneur' (10)

**Q.2** Draw the following table in your answer sheets and fill in the blanks: (5)

No.	Effectuation Principle	What it means
1.	Bird in Hand	
2.		Focus on the downside risk
3.	Lemonade	
4.		Form Partnerships
5.	Pilot in the Plane	

**Q. 3** Draw the following table in your answer sheet and correctly rearrange the Core Desires, Core Fears and Core Priorities for all the Entrepreneurial Styles. (5)

No.	Entrepreneurial Style	Core Desire	Core Fear	Core Priority
1	The Maker	Innovate	Losing money	Knowledge
2	The Merchant	Help others	Conflict	Process
3	The Magician	Be an expert	Being average	People
4	The Mobiliser	Solve problems efficiently	Losing control	Profit
5	The Master	Capitalise on Opportunities	Running out of creative ideas	Ideas

