



Name :

Roll No. :

Invigilator's Signature :

CS/BBA(H) / SEM-5/BBA-504/2010-11

2010-11

FUNDAMENTALS OF ENTREPRENEURSHIP

Time Allotted : 3 Hours

Full Marks : 70

The figures in the margin indicate full marks.

*Candidates are required to give their answers in their own words
as far as practicable.*

GROUP – A

(Multiple Choice Type Questions)

1. Choose the correct alternatives for the following : $10 \times 1 = 10$
 - i) According to Schumpeter an entrepreneur is
 - a) a manager
 - b) a reformer
 - c) an innovator
 - d) a businessman.
 - ii) The word 'entrepreneur' is derived from the French root which means
 - a) adventurism
 - b) thrill seeking
 - c) managing
 - d) to undertake.
 - iii) According to McClelland an entrepreneur has to be
 - a) profit seeker
 - b) conservative
 - c) opportunist
 - d) achiever.



- iv) A drone entrepreneur is one who
 - a) is very cautious in adopting change
 - b) refuses to use opportunities
 - c) adopts change easily
 - d) is highly innovative.
- v) Venture capital is the capital used in financing
 - a) new ventures
 - b) high risk, high profit ventures
 - c) highly profitable ventures
 - d) less profitable ventures.
- vi) EDP is meant for creating
 - a) managers
 - b) businessmen
 - c) motivating and guiding people
 - d) none of these.
- vii) Favourable religious belief behind the rise of entrepreneurs was noted by
 - a) Schumpeter
 - b) Max Weber
 - c) Diamond
 - d) Higgins.
- viii) Gap filling was considered as one of the functions of entrepreneur by
 - a) McClelland
 - b) A.H. Cole
 - c) Libenstein
 - d) Adam Smith.



- ix) Intrapreneurs are
- a) small businessmen
 - b) corporate executives
 - c) corporate executives turned businessmen
 - d) unsuccessful entrepreneurs.
- x) Project report has to be prepared according to the guidelines provided by
- a) State Governments
 - b) Planning commission
 - c) Reserve Bank of India
 - d) Ministry of Industry.

GROUP – B

(Short Answer Type Questions)

Answer any *three* of the following. $3 \times 5 = 15$

2. Discuss briefly the characteristics of a successful entrepreneur.
3. How is innovation important as a dimension of entrepreneurship ?
4. Describe the main factors that lead to success for new ventures.
5. Distinguish between entrepreneur and manager.
6. Mention the various sources of finance to promote entrepreneurial activities.



GROUP – C

(Long Answer Type Questions)

Answer any *three* of the following. $3 \times 15 = 45$

7. a) Discuss about the needs of entrepreneurship development programmes in a developing country. Mention the stages of EDPs ?
b) What is Business plan ? Give the outline of a business plan. $8 + 7$
8. a) Indicate the micro and macro level environmental factors that should be analyzed for start up a new business.
b) What are the main causes of sickness of the industry ? $9 + 6$
9. a) What do you mean by innovation ? What are the different types of innovation ? Indicate the different sources of innovation.
b) Discuss briefly the basic legal requirements to set up an enterprise. $8 + 7$
10. Describe the role and importance of entrepreneur in economic growth for a developing country like India. 15
11. Write short notes on any *two* of the following : $2 \times 7\frac{1}{2}$
 - a) McClellands theory of needs
 - b) Traits of an entrepreneur
 - c) Reservation policy in SSI
 - d) Entrepreneur as a risk-taker.