

END TERM EXAMINATION

SIXTH SEMESTER [BBA] MAY-JUNE 2013

Paper Code: BBA/BBA(B&I/TTM) 306/

Subject: Entrepreneurship Development

MOM-306

Time : 3 Hours

Maximum Marks :75

Note: Attempt any five questions. All questions carry equal marks.

- Q1. Define Entrepreneur. What are unique characteristics of an entrepreneur. Discuss the various theories of Entrepreneurship.
- Q2. What are the ways to identify entrepreneurial opportunity? Once the opportunities have been identified how to screen them to decide which one to choose for starting a venture. What screening criteria's are used, in opportunity analysis?
- Q3. What are steps followed in establishment of a new unit in India? Discuss these steps with the necessary documentation required at each step.
- Q4. What are the sources of funds to start a venture. What are venture capital funds? What procedure is involved in raising funds from venture capital sources? Also discuss the documentation requirement in getting VC funds.
- Q5. What are EDP's? How they are conducted? What activities are involved at the pre, during and post EDP stages. What role Govt. organization play in conducting these EDP's.
- Q6. How entrepreneurship help in economic development of our country? What factors have lead to the growth of entrepreneurship in India. Discuss.
- Q7. How entrepreneurs have helped in export promotion from India. Discuss the process of starting exports from our country? What steps are involved? How Experts leads to Forex Earnings ad what way country is benefited.
- Q8. Write note on:
 - (a) Innovation and its types done by entrepreneur.
 - (b) Social responsibility of entrepreneurs.