



Name :

Roll No. :

Invigilator's Signature :

**CS/BBA(H)/SUPPLE/SEM-5/BBA-504/2010
2010**

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) The word 'entrepreneur' has been taken from French Language which means
 - a) managing
 - b) adventurism
 - c) to undertake
 - d) thrill seeking.
 - ii) The twin characteristics of entrepreneurship as identified by McClelland are
 - a) risk bearing and decision making
 - b) innovativeness and decision making under uncertainty
 - c) perception of opportunity and far-sightedness
 - d) none of these.



- iii) The entrepreneurs who exercise great caution and scepticism in experimenting any change in their enterprises are
- a) intrapreneurs
 - b) managers
 - c) organizers
 - d) inventors.
- iv) Innate urge to achieve success work as triggering factor for entrepreneurs was considered by
- a) Schumpeter
 - b) Weber
 - c) McClelland
 - d) Hagen.
- v) Which of the following is not an external motivating factor ?
- a) Encouragement from big business houses
 - b) Enterprising attitude
 - c) Availability of factors of production
 - d) Govt. support and assistance.
- vi) Project report has to be prepared according to the guidelines provided by
- a) Planning Commission
 - b) Reserve Bank of India
 - c) Ministry of Industry
 - d) State Government.

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4. Write a short note on “role of Govt. in EDP's”.
5. Write short notes on entrepreneurial competencies.
6. State the contents of the feasibility report for a project.

GROUP – C

(Long Answer Type Questions)

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

7. “Entrepreneurial behaviour is the result of interaction of several internal and external factors.” Discuss.
8. “EDP is a process of entrepreneurial grooming.” Discuss.
State the target groups for EDP's. $12 + 3$
9. What are the problems of women entrepreneurs in establishing and developing their enterprises ? What are the recent trends in the development of women entrepreneurship in India ? $8 + 7$
10. What is the factoring ? How does it help the SSI's to meet its working capital needs ? $3 + 12$
11. What is entrepreneurial motivation ? How is Maslow's Need Hierarchy theory relevant to entrepreneurship ? $3 + 12$

