



Name : .....

Roll No. : .....

Invigilator's Signature : .....

**CS/BBA(H)/SEM-5/BBA-504/2009-10  
2009**

**FUNDAMENTAL 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 of the following :

10 × 1 = 10

- i) The incubation stage in creative process refers to
- a) conscious search for knowledge
  - b) subconscious assimilation of information
  - c) recognition as being feasible
  - d) test to prove idea has value.
- ii) A person who pursues an innovation but does so from within the security of his organisational position is called
- a) Entrepreneur
  - b) Innovator
  - c) Intrapreneur
  - d) None of these.



- iii) The concept of risk taking behaviour in entrepreneurship was introduced by
- a) Richard Cantillion      b) J. B. Say  
c) Francis Walker      d) None of these.
- iv) The seeding stage of a new idea is known as
- a) Incubation      b) Illumination  
c) Verification      d) Germination.
- v) An entrepreneur was described "as a person who innovates and introduces something new in the economy" by
- a) Francis Walker      b) Joseph Schumpeter  
c) J. B. Say      d) Peter Drucker.
- vi) Khadi and Village Industries Commission is a/an
- a) All India Institution  
b) State Level Institution  
c) District Level Institution  
d) Village Level Institution.
- vii) Which of the following is not a characteristics of a successful entrepreneur ?
- a) Able to take calculated risk  
b) Respond positively to challenges  
c) Self-confident and optimistic  
d) Takes no initiatives.
- viii) Role of an entrepreneur is
- a) Generation of employment  
b) Complementing economic growth  
c) Introduction of new products to market  
d) All of these.



- ix) The transformation of an idea into useful applications which results in new product, services or processes is called
- a) Incubation                      b) Innovation  
c) Idea Germination              d) Illumination.
- x) A private individual or company that usually invests in ventures with higher risk return possibilities than average is called
- a) Speculative Investor          b) Private Capitalist  
c) Venture Capitalist              d) Private Bank.

**GROUP – B**

**( Short Answer Type Questions )**

Answer any *three* of the following.          3 × 5 = 15

2. Differentiate between innovation and invention. Give example.
3. State the major functions of entrepreneur.
4. Distinguish between Entrepreneur and Manager.
5. Explain Mc Clelland's motivational needs theory in relation to motivation of an Entrepreneur.
6. State any four qualities of an entrepreneur.

**GROUP – C**

**( Long Answer Type Questions )**

Answer any *three* of the following.          3 × 15 = 45

7. a) State the general characteristics of the Entrepreneurs in common.  
b) What motivates in general, the Women Entrepreneurs in a developing ?          8 + 7
8. a) State the role of Entrepreneurs in complementing the economic growth of a country.  
b) How the innovative power of the entrepreneurs help in this respect ?          8 + 7

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9. a) Name the different knowledge areas that help an Entrepreneur to be successful in his venture.
- b) Peter Drucker says "Knowledge is the business." How far is it true for entrepreneurship ? 8 + 7
10. a) Discuss about the needs of Entrepreneurship Development Programmes in a developing country.
- b) State the problems normally faced by EDPs ? 8 + 7
11. a) Who are called to be Social Entrepreneurs ? Are they same as socially responsible Entrepreneurs ? If not, then what are the differences ?
- b) Name the general factors that motivate the Social Entrepreneurs to start their social ventures. 8 + 7
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