



Name :

Roll No. :

Invigilator's Signature :

CS/BBA(H)/SEPARATE SUPPLE/SEM-5/BBA-504/2011

2011

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) entrepreneurs may even suffer from losses but they are not ready to make changes in their existing production methods
 - a) Innovative
 - b) Drone
 - c) Imitative
 - d) Active.
 - ii) Organization building function was one of the functions developed by
 - a) Harbison
 - b) McClelland
 - c) Weber
 - d) Hagen.
 - iii) A drive for friendly and close inter-personal relationship is characterized
 - a) N-Ach
 - b) N-Power
 - c) N-Aff
 - d) N-Rel.



- iv) Entrepreneurs are usually taking
- a) High risk
 - b) Low risk
 - c) Moderate risk
 - d) All of these.
- v) Which of the following is not the objective of EDP ?
- a) to identify and train potential entrepreneurs
 - b) to generate self employment
 - c) to develop profitable business at national level
 - d) to assist in the development of small scale units.
- vi) The concept of Intrepreneurship has become very popular in countries like
- a) India
 - b) America
 - c) Brazil
 - d) Russia.
- vii) "Finalizations of training syllabus" — this function is performed in EDP in the phase of
- a) pre-training
 - b) post-training
 - c) training
 - d) feasibility.
- viii) Which of the following is not a small scale industry ?
- a) cottage
 - b) village
 - c) ancillary
 - d) mining.
- ix) The guidelilne for formulating a project report is provided by
- a) Central Govt.
 - b) State Govt.
 - c) Planning commission
 - d) Financial institutions.
- x) Entrepreneur a "Marginal Man" has been conceptualized by
- a) Robin Reck
 - b) Robert Park
 - c) Cochran
 - d) Cole.



GROUP – B

(Short Answer Type Questions)

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

2. “Entrepreneurs are born, not made.” Discuss.
3. Enumerate the main objectives of EDP.
4. How do you explain entrepreneurial traits ?
5. Define Intrapreneur. Differentiate between intrapreneur and entrepreneur.
6. What is project report ? Why it is prepared ?

GROUP – C

(Long Answer Type Questions)

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

7. a) Who is an Entrepreneur ? Is there any difference between an Entrepreneur and a Manager ?
b) Mention the contributions of an entrepreneur towards economic development. $(2 + 5) + 8$
8. a) Define EDP
b) Who are the target groups under EDP ?
c) How does EDP enable entrepreneurs in initiating and sustaining the process of economic development ?
d) How can you evaluate EDP programme ? $2 + 3 + 5 + 5$



9. a) Mention the contents of a project report.
- b) Prepare a specimen of a Project Report with some imaginary figures mentioning the following :
- i) Product descriptions
 - ii) Production
 - iii) Market aspects
 - iv) Production requirements
 - v) Capital requirements
 - vi) Total annual cost, revenue and net profit. 5 + 10
10. a) What are the problems faced by small scale industries ?
- b) Enumerate various policies of government towards the small sector after independence.
11. Write notes on any *two* of the following : $2 \times 7 \frac{1}{2}$
- a) Types of Entrepreneur
 - b) N-Ach theory
 - c) Motivating factors of Entrepreneur
 - d) Phases of EDP
 - e) Entrepreneur as a risk taker, innovator, decision maker.
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