

2107006

**BACHELOR OF VOCATION**  
**BPM and Analytics**  
**Subject: Entrepreneurship Development**  
**Subject Code: GBGE304**  
**Semester: Fifth**  
**July 2021**  
**Theory (External): 70 Marks**  
**Time: 03 Hours**

**Instructions to the Students**

1. This Question paper consists of two Sections. All sections are compulsory.
2. Section A comprises 10 questions of objective type in nature. All questions are compulsory. Each question carries 2 marks.
3. Section B comprises 8 essay type questions out of which students need to do any 5. Each question carries 10 marks.
4. Read the questions carefully and write the answers in the answer sheets provided.
5. Do not write anything on the question paper.
6. Wherever necessary, the diagram drawn should be neat and properly labelled

Roll Number									

**SECTION –A (SHORT/OBJECTIVE TYPE QUESTIONS)**  
(10x2=20 Marks)

Write short note on

- A. Role of entrepreneurship in economic development
- B. Entrepreneurship development
- C. Environmental scanning
- D. Creative problem solving
- E. Operational feasibility
- F. Contingency planning
- G. Manpower planning
- H. Cash budget
- I. Working capital
- J. Break even analysis

**SECTION –B (ESSAY TYPE QUESTIONS)**  
(5x10=50 Marks)

1. Describe the types of entrepreneurs, how an entrepreneur is different from intrapreneur?
2. "Developing countries need imitative rather than innovative entrepreneur". Comment.
3. Consider that you are intending to become an entrepreneur. Elaborate with imaginary example, how will you generate business or a project idea, identify the opportunities and finally select a project for you to convert it into an enterprise.
4. "The success in business is synonyms of success in marketing". In the light of this statement appreciate the importance of marketing in the modern business.
5. How is project formulated? Describe the common errors made by entrepreneurs in project formulation.
6. What is meant by working capital? Distinguish between gross working capital and net working capital. What are the major determinants of working capital requirements for a small scale Enterprise?
7. What are the different sources of finance available to an entrepreneur? Elaborate any two.
8. What are the objectives of trademark? What benefits does the registered trademark of a to its owner?

==END OF PAPER==