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**Gandhi Institute of Engineering and Technology University, Odisha, Gunupur
(GIET UNIVERSITY)**



M.Sc. (Third Semester – Regular) Examinations, December – 2025

**24MBIPC23003– Bio entrepreneurship
(Biotechnology)**

Time: 3 hrs

Maximum: 60 Marks

Answer ALL questions

(The figures in the right hand margin indicate marks)

PART – A

(2 x 5 = 10 Marks)

Q.1. Answer **ALL** questions

| | CO # | Blooms Level |
|--------------------------------------------------------------------------|------|-----------------|
| a. What is Entrepreneurship? | CO1 | K2 |
| b. Write down difference between GCP and GLA? | CO1 | K2 |
| c. What is Bio-Industries? | CO4 | K2 |
| d. What are the factors influencing pricing? | CO3 | K3 |
| e. What is an agreement, and how does it help in establishing a startup? | CO3 | K3 |

PART – B

(10 x 5 = 50 Marks)

Answer **ALL** the questions

| | Marks | CO # | Blooms Level |
|-------------------------------------------------------------------------------------------------------------------------------------|-------|------|-----------------|
| 2. a. What is bio entrepreneurship and write the scope of bio entrepreneurships? Explain the types of bioindustries. | 5 | CO3 | K3 |
| b. Explain Collaboration? | 5 | CO4 | K2 |
| (OR) | 5 | | |
| c. Explain the Strategies to overcome pricing and affordability issues? | 5 | CO3 | K3 |
| d. Outline the entrepreneurial process specific to biotech entrepreneurship, with a focus on opportunity and environmental analysis | 5 | CO3 | K3 |
| 3.a. What are the challenges in marketing in bio business? Explain any two? | 5 | CO4 | K3 |
| b. What is technology assessment? Explain | 5 | CO4 | K2 |
| (OR) | | | |
| c. Explain the Strategies to improve consumer awareness and acceptance? | 5 | CO2 | K2 |
| d. Write down the importance of pricing in bio entrepreneurship? | 5 | CO2 | K1 |
| 4.a. What are the pricing strategy challenges? | 5 | CO4 | K1 |
| b. What are different type of agreement contact found in joint venture? | 5 | CO4 | K3 |
| (OR) | | | |
| c. What do you mean by negotiation: The road from lab to market? who are the key players in lab to market negotiations? | 5 | CO2 | K2 |
| d. Give a short note on GCP, GLP | 5 | CO4 | K1 |
| 5.a. What are the strategic dimensions of patenting & commercialization? | 5 | CO2 | K3 |

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|------|-------------------------------------------------------------------------------------------------------|---|-----|----|
| b. | Give a short note on BIRAC, MSME, Make in India? | 5 | CO4 | K2 |
| (OR) | | | | |
| c. | Describe the role of different financial source for Entrepreneur in the success of venture. | 5 | CO2 | K2 |
| d. | Describe the role of different financial source for Entrepreneur in the success of venture. | 5 | CO2 | K2 |
| 6.a. | Explain the function of CDSCO and NBA? | 5 | CO4 | K2 |
| b. | What do you mean foreign transfer technology? | 5 | CO4 | K2 |
| (OR) | | | | |
| c. | What are the major entrepreneurial competence that determine the entrepreneur will successful or not? | 5 | CO1 | K2 |
| d. | Describe the role of different financial source for Entrepreneur in the success of venture. | 5 | CO2 | K2 |

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