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Total Number of Pages: 2

B.Tech
HSSM3401

7th Semester Regular / Back Examination 2016-17

ENTREPRENEURSHIP DEVELOPMENT

BRANCH: AEIE, AUTO, CHEM, CIVIL, CSE, ECE, EEE, EIE, ELECTRICAL, ETC, IEE, IT, ITE, MANUFAC, MANUTECH, MINING, PLASTIC

Time: 3 Hours

Max Marks: 70

Q.CODE: Y106

**Answer Question No.1 which is compulsory and any five from the rest.
The figures in the right hand margin indicate marks.**

Q1 Answer the following questions: (2 x 10)

- a) What is Intrapreneurship? What are their roles in Business?
- b) Write the entrepreneurial process.
- c) How idea is different from opportunity from an entrepreneur point of view?
- d) What is commercial viability of a project?
- e) Name the various state-level agencies helping in the growth of small scale industries?
- f) Explain the concept of marketing in terms of 4 P's.
- g) How does an entrepreneur bring about social changes?
- h) Write two important functions of 'District Industries Centre'.
- i) What are the sources of new product idea?
- j) What do you mean by environmental dynamics?

Q2 What are the reasons of industrial sickness? Discuss the criteria to identify industrial sickness in India with special reference to small scale industries. Suggest few remedies to overcome the sickness. **(10)**

Q3 a) Outline few important characteristics of which a person should possess to be a successful entrepreneur. **(5)**
b) What do you mean by social stability? Explain how an entrepreneur brings social stability. **(5)**

Q4 a) What are the internal sources of raising funds for an entrepreneur? **(5)**
b) Explain the problems of HRM an entrepreneur faces in managing an enterprise. **(5)**

Q5 a) Discuss in brief the role of SIDBI and NIESBUD in promoting and developing small scale industries. **(5)**

b) What are the features of entrepreneurial marketing? **(5)**

Q6 a) What is venture capital? Discuss the various factors influences venture capital. **(5)**

b) What is the objective of labour laws in India? Briefly describe various labour laws. **(5)**

Q7 What is Business Plan? Discuss the various components of a business plan. **(10)**

Q8 **Write short answer on any TWO:** **(5 x 2)**

a) Role of State Pollution Control Board

b) Financial management in small business.

c) Mind Vrs Money in Commencing New Ventures

d) Women entrepreneurs