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Total number of printed pages – 2

B. Tech
HSSM 3401 C

Seventh Semester Examination – 2011
ENTREPRENEURSHIP DEVELOPMENT

Full Marks – 70

Time : 3 - Hours

Answer Question No. 1 which is compulsory and any **five** from the rest.

The figures in the right-hand margin indicate marks.

1. Answer the following questions : 2×10
- (a) What do you mean by entrepreneurial traits ?
- (b) What is innovative entrepreneur ?
- (c) Define entrepreneurship.
- (d) Define Small Scale Industrial unit in India.
- (e) Write any two entrepreneurial skill.
- (f) What is MSME ?
- (g) What is Intrapreneur ?
- (h) What is environmental dynamics of a new venture ?
- (i) What is Bankability of a project ?
- (j) Write two state level institutions promoting SME.
2. Identify the essential characteristics which a person should possess to be a successful entrepreneur. 10
3. Discuss the role of entrepreneurship in the process of economic development of the country ? 10

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4. Describe the steps involved in the identification and selection of the new business opportunities. 10
5. Describe the various marketing problems faced by the small scale Industries. Suggest the strategies to overcome such problems. 10
6. 'Financial Management is of utmost importance for small business enterprise'. Discuss the statement. 10
7. What are the reasons of industrial sickness? Discuss the criteria to identify industrial sickness in India with special reference to small scale industry. 10
8. Write short notes on : 5×2
 - (a) Small Industries Development Organisation (SIDO)
 - (b) National Small Industries Corporation (NSIC)