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**GIET UNIVERSITY, GUNUPUR – 765022**

B. Tech (Fourth Semester – Regular) Examinations, June – 2021

BHSAG4090 – ENTREPRENEURSHIP DEVELOPMENT AND BUSINESS MANAGEMENT

(Agricultural Engineering)

Time: 2 hrs

Maximum: 50 Marks

The figures in the right hand margin indicate marks.**PART – A: (Multiple Choice Questions)****(1 x 10 = 10 Marks)****Q.1. Answer ALL questions****[CO#] [PO#]**

- | | | |
|---|---|---|
| a. An entrepreneurship primary motivation for starting a business is | 1 | 1 |
| (i) To make money | | |
| (ii) To be independent | | |
| (iii) To be famous | | |
| (iv) To be powerful | | |
| b. _____ shows the process of creating something new. | 1 | 1 |
| (i) Innovation | | |
| (ii) Business Model | | |
| (iii) Modelling | | |
| (iv) Creative flexibility | | |
| c. Innovative entrepreneurs face special issues in raising | 1 | 1 |
| (i) Development capital | | |
| (ii) Structured capital | | |
| (iii) Human capital | | |
| (iv) Seed capital | | |
| d. Someone who improves an existing business can be called _____. | 2 | 1 |
| (i) An intrapreneur. | | |
| (ii) A professional. | | |
| (iii) A co-worker. | | |
| (iv) A changeling. | | |
| e. An entrepreneur who owns more than one business at a time is called _____. | 2 | 1 |
| (i) an intrapreneur | | |
| (ii) a corporate entrepreneur | | |
| (iii) a portfolio entrepreneur | | |
| (iv) an edupreneur | | |
| f. The expansion of GDP is | 3 | 1 |
| (i) gross domestic product | | |
| (ii) godown demand product | | |
| (iii) grand demand product | | |
| (iv) giant domestic product | | |
| g. In SWOT analysis S stands for _____. | 3 | 1 |
| (i) Success | | |
| (ii) Strength | | |
| (iii) Survey | | |
| (iv) Service | | |
| h. In an economic growth, role of entrepreneur is to _____. | 3 | 1 |
| (i) generate unemployment | | |
| (ii) stagnate standard of living | | |
| (iii) improve per capita income | | |
| (iv) unbalance the regional development | | |
| i. A program is usually a group of | 4 | 1 |
| (i) plans | | |
| (ii) people and work | | |
| (iii) related projects | | |
| (iv) unrelated projects | | |
| j. “Risk” is usually _____ as the project progresses. | 4 | 1 |
| (i) increases | | |
| (ii) reduces | | |
| (iii) remains same | | |
| (iv) becomes negligible | | |

PART – B: (Short Answer Questions)**(2 x 5 = 10 Marks)**Q.2. Answer **ALL** questions

| | [CO#] | [PO#] |
|---|-------|-------|
| a. What are 5 P's of entrepreneurship? | 1 | 1 |
| b. Are you motivated by power or achievement? How? | 2 | 1 |
| c. What is the relationship of positive psychology and entrepreneurial behaviour? | 3 | 1 |
| d. Distinguish between encoding and decoding. | 3 | 1 |
| e. Narrate the term 'critical thinking'. | 4 | 1 |

PART – C: (Long Answer Questions)**(6 x 5 = 30 Marks)**Answer **ANY FIVE** questions

| | Marks | [CO#] | [PO#] |
|--|-------|-------|-------|
| 3. Explain the essential skills required to succeed as an Entrepreneur. | (6) | 1 | 1 |
| 4. How do SWOT analyses help the entrepreneur? Explain. | (6) | 1 | 1 |
| 5. What are the government policies for the development of entrepreneurial and small-scale business? | (6) | 2 | 1 |
| 6. Discuss the start-up Schemes given by Indian Government to start a new business. | (6) | 2 | 1 |
| 7. Discuss the essential managerial skills a person to possess to become a successful entrepreneur. | (6) | 3 | 1 |
| 8. Why every good entrepreneur should talk less? Explain various levels of listening. | (6) | 3 | 1 |
| 9. What are the 7 steps of problem solving? Explain. | (6) | 4 | 1 |
| 10. Explain the essential elements of project report. | (6) | 4 | 1 |

--- End of Paper ---