



GIET UNIVERSITY, GUNUPUR – 765022

B. Tech (Seventh Semester – Regular) Examinations, November – 2023

BHSME7041/BHSMS7040/BHSME7041/BPECH704

Entrepreneurship Development

(BT,Chemical,CSE,CST,ECE,Mech)

Time: 3 hrs

Maximum: 70 Marks

Answer ALL Questions

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. | A business where an individual is both the owner and conductor of the business affairs is called | CO1 | PO12 |
| | (i) Partnership (ii) Sole Proprietorship | | |
| | (iii) Corporation (iv) None of the above | | |
| b. | _____ is one method of stimulating, and then capitalizing on, individuals in an organization who think that something can be done differently and better. | CO1 | PO11 |
| | (i) strategy orientation (ii) Capitalization | | |
| | (iii) intrapreneurship (iv) Management | | |
| c. | Which of these statements best describes the context for entrepreneurship | CO2 | PO12 |
| | (i) Entrepreneurship takes place in small businesses (ii) Entrepreneurship does not take place in social enterprises | | |
| | (iii) Entrepreneurship takes place in a wide variety of contexts (iv) Entrepreneurship takes place in large businesses | | |
| d. | Which of the following is an internal factor that influences entrepreneurs? | CO2 | PO11 |
| | (i) Technological Capacity (ii) Social environment | | |
| | (iii) Economic condition (iv) Political environment | | |
| e. | Which of the following factor can create the managerial difficulties in the joint ventures between foreign companies? | CO3 | PO12 |
| | (i) Cultural differences (ii) Economic policies | | |
| | (iii) Public ignorance (iv) Government taxes | | |
| f. | Which of the following is the key factor for choosing the type of financing? | CO3 | PO12 |
| | (i) Availability of funds (ii) Assets of the venture | | |
| | (iii) Prevailing interest rates (iv) All of the given options | | |
| g. | Which one of the following is the process of entrepreneurs developing new products that over time make current products obsolete? | CO4 | PO12 |
| | (i) Creative destruction (ii) New business model | | |
| | (iii) An atomization (iv) None of the given options | | |
| h. | The primary concerns when first starting your business are: | CO4 | PO7 |
| | (i) marketing and accounting. (ii) planning and human resources. | | |
| | (iii) financing and planning. (iv) financing and marketing. | | |
| i. | The development of a new venture based on an inventor's work often requires | CO1 | PO7 |
| | (i) Expertise of an entrepreneur (ii) Heavy investment from financiers | | |
| | (iii) Skilled human resources (iv) Highly educated staff | | |
| j. | Which one of the following is an economic barrier to an entrepreneur? | CO2 | PO12 |
| | (i) Emotional blocks (ii) labour | | |

(iii) Lack of sustained motivation

(iv) lack of vision

PART – B: (Short Answer Questions)

(2 x 10 = 20 Marks)

Q.2. Answer ALL questions

	[CO#]	[PO#]
a. State the characteristics of entrepreneurship.	CO1	PO12
b. Who is innovating entrepreneur?	CO1	PO12
c. What is Entrepreneur Development Programme (EDP)?	CO2	PO11
d. State any 4 objectives of small scale industries.	CO2	PO12
e. Mention any three advantage of small scale industry compared to large scale industry.	CO2	PO12
f. What is mean by the term start-up ecosystem?	CO3	PO10
g. What is meant by the term “angle funding”?	CO3	PO12
h. What do you mean by start-up business partnering?	CO4	PO11
i. State the characteristics of women entrepreneur?	CO1	PO12
j. What is Technology Business Incubators (TBI)?	CO4	PO12

PART – C: (Long Answer Questions)

(10 x 4 = 40 Marks)

Answer ALL questions

	Marks	[CO#]	[PO#]
3. a. Explain the role of entrepreneurship in economic development.	5	CO1	PO11
b. Explain the internal & external factors influencing entrepreneurial motivation.	5	CO1	PO12
(OR)			
c. Give the characteristics of successful entrepreneurs.	5	CO1	PO11
d. What do you mean by business environment? What are the different challenges faced by an entrepreneur in business environment?	5	CO1	PO12
4. a. Explain how the Porter’s five forces model is needed to understand for a good enterprise.	5	CO2	PO12
b. What are the central & state government institutions provide the supports to SSIs.	5	CO2	PO7
(OR)			
c. Comment on industrial policies and regulations with the viewpoint of entrepreneurial development	5	CO2	PO12
d. How do you identify business opportunity? Discuss various steps involved in starting business	5	CO2	PO7
5. a. Discuss in brief the role of SIDO in promoting and developing small scale industries.	5	CO3	PO11
b. Discuss in brief the role of KVIC in promoting and developing small scale industries	5	CO3	PO7
(OR)			
c. Discuss in brief the role of NIESBUD in promoting and developing small scale industries.	5	CO3	PO11
d. Outline the different functions of national Small Industries Corporations.	5	CO3	PO7
6. a. Explain the problems of HRM an entrepreneur faces in managing an enterprise.	5	CO4	PO11
b. Financial management is the most crucial aspect of business- discuss.	5	CO4	PO12
(OR)			
c. What are the internal sources of raising funds for an entrepreneur?	5	CO4	PO12
d. Define Industrial Sickness. What are the reasons of industrial sickness?	5	CO4	PO11

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