Reg. No. \_\_\_\_\_\_\_\_\_\_\_\_\_

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**End Semester Examination – Nov / Dec – 2019**

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| **Code :** | **18AG2025** | **Duration :** | **3hrs** |
| **Sub. Name :** | **ENTREPRENEURSHIP DEVELOPMENT AND BUSINESS MANAGEMENT** | **Max. Marks :** | **100** |

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| **Q. No.** | **Questions** | **Course Outcome** | **Marks** |
| **PART – A (20 X 1 = 20 MARKS)** | | | |
| 1. | Entrepreneurs are classified into \_\_\_\_\_\_\_\_\_\_\_\_\_\_.   1. Risk bearer b) organizer c) innovator d) all the above | CO1 | 1 |
| 2. | An \_\_\_\_\_\_\_\_\_\_ entrepreneur is one who introduces new goods, inaugurates new method of production, discover new market and reorganizes the enterprise.   1. Imitative b) Fabian c) Drone d) innovating | CO1 | 1 |
| 3. | \_\_\_\_\_\_\_\_\_\_ Economist stated that no signicance to entrepreneurial role in economic development in his monumental work.   1. Adam smith b) Alfred Marshal c) David Ricardo d) Lional Robinson | CO1 | 1 |
| 4. | The successful entrepreneurs are not disturbed by the present problems faced by them. They are \_\_\_\_\_\_\_\_\_\_\_\_\_ for future that the situations will become favourable to business in future.   1. Independence b) hightly optimistic c) foresight d) hardwork | CO1 | 1 |
| 5. | \_\_\_\_\_\_\_\_\_\_\_, an entrepreneur gets for bearing risk involved in the enterprise is profit which is highly uncertain.   1. Motive b) status c) risk bearing d) rewards | CO1 | 1 |
| 6. | According to David C.McClelland, a well known behavioural scientist of USA holds the view that achievement motivation can be developed through \_\_\_\_\_\_\_\_.   1. Training b) experience c) learning d) training and experience | CO3 | 1 |
| 7. | TAT means \_\_\_\_\_\_\_\_\_\_\_\_\_.   1. Thematic Appreciation Test b) Thematic Approach Test   c) Theory Approach Test d) Thematic Application Test | CO3 | 1 |
| 8. | One of the constraints faced by the entrepreneurs, especially first generation or technical enterpreneurs, is the lack of resources to meet the minimum promoter’s contribution. To help the entrepreneurs overcome the problem IDBI has come up with a scheme which is known as \_\_\_\_\_\_\_\_\_\_\_\_\_\_.   1. Seed Capital Scheme b) Seed Fund scheme   c) Incentives d) subsidies | CO2 | 1 |
| 9. | \_\_\_\_\_\_\_\_\_ was set up as a primary agency for rehabilitation of sick industrial units in India.   1. IDBI b) IRBI c) ICICI d) NIDC | CO2 | 1 |
| 10. | Which one of the following is the process of entrepreneurs developing new products that overtime make current products obsolete?   1. New business model b) Anatomization   c) innovative d) creative destruction | CO2 | 1 |
| 11. | \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ involves making good judgements in a timely manner and is one of the most effective leadership skills to have by an entrepreneur.   1. Decisiveness b) Collaborative c) self awareness d) people skills | CO2 | 1 |
| 12. | The incapacity to perform the function of the supervisory role due to a lack of training, experience, unwillingness or inflexibility is referred to as \_\_\_\_\_\_\_\_\_\_.   1. Supervisor incompetence b) Supervisee incompetence   c) Vicarious incompetence d) supervisor impairment | CO2 | 1 |
| 13. | The purpose of evaluation is to determine   1. Worth of a job in relation to other jobs b) time duration of a job   c) expenses incurred to make a job d) none of the above | CO2 | 1 |
| 14. | At what level of an organization does a corporate manner operate?   1. Functional b) operational c) middle level d) top level | CO3 | 1 |
| 15. | The purpose of supply chain management is \_\_\_\_\_\_\_\_\_\_.  a) Provide customer satisfaction b) improve quality of a product  c) integrating supply and demand management d) increase production | CO3 | 1 |
| 16. | \_\_\_\_\_\_\_\_\_\_ can be defined as a series of inter-dependent tasks that produce results in TQM.   1. Processes b) team work c) initiative d) improvement | CO2 | 1 |
| 17. | \_\_\_\_\_\_\_\_\_\_\_\_\_ describes the direction the enterprise is going on, what its goals are, where it wants to be, and how it is going to get there.   1. Project idea b) project report c) product d) man power | CO3 | 1 |
| 18. | The aspects like scope of dumps, sewage system sewage treatement plant should be clearly stated in the project report under the heading \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_.   1. Transport facilities b) production process   c) pollution control d) research and development | CO3 | 1 |
| 19. | \_\_\_\_\_\_\_\_\_\_\_\_ refers to the financial assistance provided to the exporters before actual shipment of goods.   1. Pre-shipment b) packaging credit c) export finance d) duty drawback | CO3 | 1 |
| 20. | Problems faced by rural entreprise are \_\_\_\_\_\_\_\_\_\_\_\_.   1. Inadequate flow of credit b) use of obsolute technology   c) Poor quality standards d) all the above | CO1 | 1 |

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|  | **PART – B (10 X 5 = 50 MARKS)**  **(Answer any 10 from the following)** | | |
| 21. | What do you understand by the term “Entrepreneur”? | CO1 | 5 |
| 22. | Describe the types of entrepreneurs. | CO1 | 5 |
| 23. | How will you distinguish intrapreneur from entrepreneur? | CO1 | 5 |
| 24. | What are the factors that motivate people to go into business? | CO2 | 5 |
| 25. | Discuss the need for institutional support to small-scale industries. | CO3 | 5 |
| 26. | Explain the impact of economic reforms in agri business. | CO1 | 5 |
| 27. | What are the objectives of entrepreneurial development process? | CO1 | 5 |
| 28. | What are the business leadership skills required for a successful entrepreneur? | CO2 | 5 |
| 29. | What are the managerial skills developed by an entrepreneur for successful running of a business? | CO2 | 5 |
| 30. | “TQM is a continuous process for continuous improvement in organizational performance “ – Explain. | CO3 | 5 |
| 31. | Define a project report. Why is a project report prepared? | CO3 | 5 |
| 32. | Discuss the various sources used for raising term-loans for an enterprise. | CO3 | 5 |

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| **PART – C (2 X 15 = 30 MARKS)**  **(Answer any 2 from the following)** | | | | |
| 33. | a. | Discuss the distinguishing characteristics of a successful entrepreneur. | CO1 | 8 |
| b. | What do you understand by achievement motivation? How can achievement motivation be developed? | CO2 | 7 |
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| 34. | a. | How is the government’s protective policy beneficial for the development of entrepreneurs? Justify your views with examples. | CO3 | 8 |
| b. | Explain the various problem solving methods followed by an entrepreneur in an organization. | CO2 | 7 |
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| 35. | a. | What is supply chain management? How it will be helpful to entrepreneurs? | CO3 | 8 |
| b. | How can rural entreprise be developed? Elaborate. | CO1 | 7 |