Name :	
Roll No. :	A Description of Contract
Invigilator's Signature :	

CS/MBA(OLD)/SEM-6PT/MB-401/2011 2011

ENTREPRENEURSHIP DEVELOPMENT

Time Allotted : 3 Hours

Full Marks : 70

The figures in the margin indicate full marks. Candidates are required to give their answers in their own words as far as practicable.

GROUP – **A**

(Multiple Choice Type Questions)

- 1. Choose the correct alternatives for any ten of the following $10 \times 1 = 10$
 - i) NSTEDB has been established by DST, Gol in the year
 - a) 1980 b) 1982
 - c) 1990 d) 2005.

ii) McClelland identified the motivational need

- a) Achievement b) Power
- c) Affiliation d) All of these.

iii) SISI has been developed with an aim to

- a) Tech services b) EDP
- c) Supply HR d) Finance.

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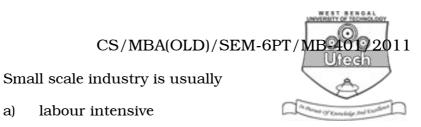
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iv) Creativity means



- a) Invent something which has never existed before
- b) Change the way someone else looks at something
- c) Invent a new procees for doing something
- d) All of these.
- v) An Entrepreneur must have the quality to
 - a) be polite b) be scientist
 - c) be adventurous d) be rich.
- vi) Short-term loan is availed by the entrepreneur to procure
 - a) Land & Building
 - b) Plant & Machinery
 - c) Computer & Equipment
 - d) Working Capital.
- vii) An entrepreneur is
 - a) a zero risk taker
 - b) 100% risk taker
 - c) calculative and moderate risk taker
 - d) high risk taker.
- viii) For launching an enterprise, a new entrepreneur would visit a bank or financial institution with
 - a) Cheque Book
 - b) Cheque Book & Pass Book
 - c) Organisation Chart
 - d) None of these.

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- b) mangament people intensive
- c) women intensive
- d) none of these.

ix)

a)

- X) The All India Financial Institutuons that finance projects do not include
 - SIDBI (Small Industries Development Bank of a) India)
 - SFC (State Financial Corporations) b)
 - NSIC (National Small Industries Cooperation c)
 - d) none of these.
- An entrepreneur must prossess which of the following xi) needs from Maslow's hierarchy?
 - Physiological needs a)
 - Security needs b)
 - Esteem and self-actualisation needs c)
 - d) None of these.
- xii) SSI refers to
 - State Sick Industries a)
 - b) Small Steel Industry
 - Small Scale Industry c)
 - Statutory Small Industries. d)

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GROUP – B

(Short Answer Type Questions)

Answer any *three* of the following. $3 \times 5 = 15$

- 2. Examine the role of the Government in aiding for the development of entrepreneurs.
- 3. Discuss the psychological factors affecting entrepreneurship.
- 4. Are all managers entrepreneurs ? Discuss.
- 5. List the important causes responsible for entrepreneurial failure.
- 6. Highlight the essential qualities that successful entrepreneurs need to possess.

GROUP – C

(Long Answer Type Questions)

Answer any *three* of the following. $3 \times 15 = 45$

- 7. a) Discuss the decision making skill of an entrepreneur.
 - b) List the essential contents of a Project Report. 7 + 8
- 8. Critically examine N-Ach Theory of entrepreneurial motivation. 15
- 9. Discuss the process of creativity and its implications in entrepreneurship development. 15
- 10. State the important features of the Sale of Goods Act and Environment Protection Act, and their relevance to starting a new venture. 15
- 11. Write short notes on any *three* of the following : 3×5
 - a) Social factors of entrepreneurship
 - b) Technology Park
 - c) Khadi & Village Industries
 - d) Venture Capital
 - e) Entrepreneurship Development Process.

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