



**MAP-003-047604**

Seat No. \_\_\_\_\_

**B. Voc. (PAQA) (Sem. VI) (CBCS) Examination**

**March / April - 2018**

**BVPAQA - 604 : Entrepreneurship Development &  
Soft Skill Training**

**Faculty Code : 003**

**Subject Code : 047604**

Time :  $2\frac{1}{2}$  Hours]

[Total Marks : 70

- 1 (a) Answer the following questions : 10
- (1) What is the other name of Corporate Entrepreneurship ?
  - (2) Give the full form of LLP.
  - (3) What is sole proprietorship ?
  - (4) In a company, what is meaning of Share capital ?
  - (5) What is BEP ?
  - (6) What are the main components of marketing strategy ?
  - (7) Which is the last step of Communication Process ?
  - (8) Receiver is also known as \_\_\_\_\_.
  - (9) In Socio-Psychological barriers; Perception is at which level ?
  - (10) What is the meaning of the term 'Non-verbal' ?
- (b) Answer the following questions : 20
- (1) What is Social Entrepreneurship ? Give an Example.
  - (2) Give names of Types of Innovation.
  - (3) Explain these terms : (i) Vision (ii) Mission
  - (4) What is operational strategy ?
  - (5) Give meaning of startup.
  - (6) How competition is different from competence ?
  - (7) Enlist basic elements of communication process.
  - (8) What is 'Message' in communication process ?
  - (9) Enlist 7 C's of Effective communication.
  - (10) What do you mean by Gesture and Posture in communication ?

**2** Answer any 4 out of the following 6 questions : **20**

- (1) Explain the functions of Entrepreneurs.
- (2) Explain the Roles and functions of IDBI.
- (3) Explain any five problems faced by an entrepreneur with their solutions.
- (4) Explain the Key Resources in detail.
- (5) Explain Communication Process in detail.
- (6) Write a note on Semantic Barriers.

**3** Answer any 4 out of the following 6 questions : **20**

- (1) Explain advantages of Partnership firm.
- (2) Explain in detail Mudra Loan Yojna.
- (3) Explain the customer segmentation.
- (4) Give details of Prime Minister's Employment Generation Programme (PMEGP).
- (5) Write a note on Public speaking and its importance.
- (6) Explain the steps to prepare effective presentation.

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