



DB-010-001305 Seat No. _____

B. B. A. (Sem. III) Examination

March - 2022

305 : Entrepreneurship Development

(Old Course)

Faculty Code : 010

Subject Code : 001305

Time : 2.30 Hours]

[Total Marks : 70

1 Explain the concept of entrepreneurship. Discuss its various features. 14

OR

1 Explain the concept of entrepreneur. Discuss various functions of an entrepreneur. 14

2 What do you understand by sales forecasting ? Discuss various methods of sales forecasting. 14

OR

2 What is product diversification ? Explain various forms of the same. 14

3 What is working capital ? Discuss operating cycle approach in determining working capital requirements in detail. 14

OR

3 Discuss various internal and external sources of financing. 14

4 Explain the concept of cost control and cost reduction in detail. 14

OR

4 What is product cost and project cost ? Explain the difference between both. 14

5 Explain the concept of EDPs along with its objectives. Also discuss various phases of EDP. 14

OR

5 Discuss the funding support of government for developing EDPs. 14