



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

**HD-010-1206005**

**Third Year B. H. T. M. (Sem. VI) Examination**

**April – 2023**

**[6.5] Entrepreneurship Development**

*(New Course)*

**Faculty Code : 010**

**Subject Code : 1206005**

Time :  $2\frac{1}{2}$  Hours / Total Marks : 70

**Instructions :**

- (1) Questions 1 and 2 are compulsory questions.
- (2) Attempt any four questions from questions 3 to 7.
- (3) The Maximum marks are assigned in front of each question.

**1 Define the following Terms : (any five) 5×2=10**

- (a) Venture Capital
- (b) Entrepreneurship
- (c) EDP
- (d) Elevator Pitch
- (e) Classical Entrepreneur
- (f) Working Capital

**2 Write short notes on any Five from the following : 5×4=20**

- (a) List and elucidate on some characteristics of an entrepreneur.
- (b) Role of Entrepreneurs in development of society.
- (c) Role of Entrepreneurial Institutes in promoting Entrepreneurial growth.
- (d) Differences between an Entrepreneur and Manager.
- (e) What are the different Debt and Equity measures for finance in Entrepreneurship ?
- (f) Why is SWOT analysis of a competitor important for a Business Plan ?
- (g) Explain Joint Stock Company as a business structure.

- 3 Mohan started his entrepreneurship venture of packaging and distribution of idli batter within the neighbourhood with a capital of Rs.5000 and an old grinder. He produces the batter with the help of his mother, packages it in pouches of 500 gm each and distributes it in the evening. He sells around 50 pouches (approximately 2.5 to 3 kg) of batter per day. He needs to scale his business and improve his sales. **2×5=10**
- (i) List 5 things Mohan needs to undertake in order to scale his business. (Justify your points with the “How” aspect of your answer ?
  - (ii) What are the sources from which Mohan can get finance for scaling his business ?
- 4 List the challenges faced by a small woman entrepreneur from rural India ? How can the challenges be resolved ? **10**
- 5 There are many entrepreneurs who fail in the initial months of entrepreneurship and give up the idea. What should be the traits of an entrepreneur to sustain the idea of entrepreneurship and accomplish the dream ? **10**
- 6 Do you think that the study of Entrepreneurship should be a part of Undergraduate courses in Management ? If yes how elaborate on how colleges can contribute in development of an entrepreneur for the future ? **10**
- 7 What is a Business Plan ? What is the importance of a Business Plan in entrepreneurship ? Briefly describe the parts of a business plan ? **10**
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