

Total No. of Questions: 6

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Enrollment No.....



Faculty of Commerce
End Sem (Odd) Examination Dec-2018
CM3SE03 Entrepreneurship Development

Programme: B.Com.(Hons) Branch/Specialisation: Commerce

Duration: 3 Hrs.

Maximum Marks: 60

Note: All questions are compulsory. Internal choices, if any, are indicated. Answers of Q.1 (MCQs) should be written in full instead of only a, b, c or d.

- Q.1 i. Which of the following shows the process of creating something new? 1
(a) Business model (b) Modelling
(c) Creative flexibility (d) Innovation
- ii. Entrepreneurs who are very cautious & doubtful and take calculative steps while adopting any change in their enterprise are known as_____ Entrepreneurs. 1
(a) Drone (b) Fabian (c) Innovating (d) Imitative
- iii. A Small Enterprise (Manufacturing) is an enterprise where the investment in plant and machinery does not exceed: 1
(a) Rs. 5 crore (b) Rs.10 crore
(c) Rs. 15 crore (d) None of these
- iv. An industry where the creation of products and services is home-based, rather than factory-based is known as: 1
(a) Tiny Industry (b) Cottage Industry
(c) Ancillary Industry (d) None of these
- v. While scanning the environment for opportunities an Entrepreneur can gather information from: 1
(a) Local newspapers (b) Trade Fairs
(c) Both (a) and (b) (d) None of these
- vi. The potential influence of market demand, competitive activities and available market share should be considered in the_____ study 1
(a) Financial Feasibility (b) Technical Feasibility
(c) Both (a) and (b) (d) None of these

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- vii. The business plan helps entrepreneur in: **1**
(a) Planning and organizing
(b) Obtaining Finance
(c) Determining viability of business
(d) All of these
- viii. In which of the following situation the company is considered to be on breakeven point? **1**
(a) No profit no loss
(b) Profits are higher than expenses
(c) Expenses are higher than profits
(d) None of these
- ix. The State Finance Corporation (SFC) Act was passed in **1**
(a) 1949 (b) 1951 (c) 1953 (d) 1955
- x. District Industries Centres (DICs) were started in **1**
(a) 1970 (b) 1974 (c) 1978 (d) 1982
- Q.2 i. Define Entrepreneurship. **2**
ii. Write down the functions of an Entrepreneur. **3**
iii. Discuss the factors which influence Entrepreneurship **5**
- OR iv. Briefly discuss the qualities of an Entrepreneur. **5**
- Q.3 i. What are Ancillary Industries? **2**
ii. Explain the MSMEs, their aims and characteristics. **8**
- OR iii. Briefly discuss the role played by MSME's in the development of Indian Economy. **8**
- Q.4 i. Write down the sources of Business Opportunity. Justify with example. **3**
ii. Explain the steps involved in formation of small business venture. **7**
- OR iii. Discuss the factors which should be considered by an entrepreneur while choosing the location for enterprise. **7**
- Q.5 i. Explain the significance of writing a business plan/ project proposal. **4**
ii. Discuss the contents of a business plan/ project proposal. **6**

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- OR iii. Explain the marketing aspects of a business plan/ project proposal. **6**
- Q.6 Attempt any two.
- i. Write short notes on: **5**
(a) State Financial Corporations (SFCs)
(b) Small Industries Development Bank of India (SIDBI)
- ii. Write short note on District Industries Centres (DICs). **5**
- iii. Discuss the financial assistance provided by commercial banks to the Small Scale Industries in India. **5**

Marking Scheme
CM3SE03 Entrepreneurship Development

Q.1	i.	Which of the following shows the process of creating something new? (d) Innovation	1
	ii.	Entrepreneurs who are very cautious & doubtful and take calculative steps while adopting any change in their enterprise are known as _____ Entrepreneurs. (b) Fabian	1
	iii.	A Small Enterprise (Manufacturing) is an enterprise where the investment in plant and machinery does not exceed: (a) Rs. 5 crore	1
	iv.	An industry where the creation of products and services is home-based, rather than factory-based is known as: (b) Cottage Industry	1
	v.	While scanning the environment for opportunities an Entrepreneur can gather information from: (c) Both (a) and (b)	1
	vi.	The potential influence of market demand, competitive activities and available market share should be considered in the ____ study (d) None of these	1
	vii.	The business plan helps entrepreneur in: (d) All of these	1
	viii.	In which of the following situation the company is considered to be on breakeven point? (a) No profit no loss	1
	ix.	The State Finance Corporation (SFC) Act was passed in (b) 1951	1
	x.	District Industries Centres (DICs) were started in (c) 1978	1
Q.2	i.	Definition of Entrepreneurship.	2
	ii.	Functions of an Entrepreneur. 1 mark each function	3 (1 mark * 3)
	iii.	Factors which influence Entrepreneurship 1 mark each factor	5 (1 mark * 5)

OR	iv.	Qualities of an Entrepreneur. 1 mark each Quality	5 (1 mark * 5)
Q.3	i.	Explanation of Ancillary Industries?	2
	ii.	MSMEs Their aims Characteristics.	8 2 marks 3 marks 3 marks
OR	iii.	Role played by MSME's in the development of Indian Economy Eight point 1 mark for each	8 (1 mark * 8)
Q.4	i.	Sources of Business Opportunity Example.	3 2 marks 1 mark
	ii.	Steps involved in formation of small business venture 1 mark each steps	7 (1 mark * 7)
OR	iii.	Factors for choosing the location for enterprise 1 mark each factors	7 (1 mark * 7)
Q.5	i.	Significance of writing a business plan/ project proposal. 1 mark each significance	4 (1 mark * 4)
	ii.	Contents of a business plan/ project proposal 0.5 mark for each points	6 (0.5 mark * 12)
OR	iii.	Marketing aspects of a business plan/ project proposal. 2 marks per aspects	6 (2 marks * 3)
Q.6		Attempt any two.	
	i.	Write short notes on: (a) State Financial Corporations (SFCs) (b) Small Industries Development Bank of India (SIDBI)	5 2.5 marks 2.5 marks
	ii.	District Industries Centres (DICs). As per elaboration	5
	iii.	Financial assistance provided by commercial banks to the Small Scale Industries in India. As per elaboration	5
