

Enrollment No.....



Faculty of Commerce  
End Sem (Odd) Examination Dec-2017  
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. .... defines the entrepreneur always searches for change, responds to it, and exploits it as an opportunity.” 1  
(a) Peter F Drucker (b) J.B.Say  
(c) Richard Cantillon (d) Josheph Schumpeter
- ii. The most suitable type of entrepreneur for a developing country like India is ..... 1  
(a) Innovative (b) Immitative (c) Fabian (d) Drone
- iii. Investment in plant and machinery does not exceed Rs..... is called as Micro enterprise. 1  
(a) 10 lakh (b) 25 lakh (c) 50 lakh (d) 75 lakh
- iv. ....are those which manufacture parts and components to be used by larger industries. 1  
(a) Ancillary industry (b) Cottage industry  
(c) Manufacturing industry (d) Tiny industry
- v. Opportunity implies a ..... situation to do something offered by circumstances. 1  
(a) Favourable (b) Unfavourable  
(c) Stagnant (d) None of these
- vi. Project managers use..... to determine potential positive and negative outcomes of a project before investing a considerable amount of time and money into it. 1  
(a) Survey (b) Planning  
(c) Feasibility study (d) Testing

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- vii. Business plan is like ..... for the entrepreneurs. **1**  
(a) A Big Road Map (b) A Guide  
(c) A Path way (d) All of these
- viii. Common errors while formulating business plan may happen during: **1**  
(a) Product selection (b) Market Study  
(c) Technology selection (d) All of these
- ix. KVIC stands for: **1**  
(a) Khadi and Village Industrial Corporation  
(b) Khadi and Village Industries Commission  
(c) Khadi and Village Industrial committee  
(d) None of these
- x. Major schemes of NSIC to facilitate small scale enterprises are: **1**  
(a) Marketing support (b) Credit support  
(c) Technology support (d) All of these
- Q.2 i. Explain Entrepreneur. **2**  
ii. Classify the different types of entrepreneurs through chart. **8**  
Explain each of them briefly.
- OR iii. Explain “Innovation Theory of Schumpeter” and “Need for Achievement Theory of McClelland”. **8**
- Q.3 i. Define MSME according to MSME-D act in tabular format. **2**  
ii. Explain the role played by MSME’s in the development of Indian economy **3**  
iii. Explain role of Ancillary industries and Cottage Industries with example. **5**
- OR iv. What are the different problems faced by MSME’s? **5**
- Q.4 i. Write steps involved in business opportunity identification and selection. **2**  
ii. What do you mean by feasibility analysis? Explain its each component in detail. **8**
- OR iii. Explain the steps involved in starting a new venture. **8**

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- Q.5 i. Define Business plan. State the contents of business plan. **4**  
ii. Explain the stages of formulation of business plan. **6**
- OR iii. Write importance of business plan or an entrepreneur. What can be the common errors during business plan formulation? **6**
- Q.6 Attempt any two:
- i. Enumerate the role of District Industries Centres in entrepreneurial development. **5**
- ii. State the role and functions of Khadi and Village Industries Commission. **5**
- iii. Explain the role of SIDBI in the growth of MSME’s. **5**

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**CM3SE03 Entrepreneurship Development  
Marking Scheme**

Q.1	i.	..... defines the entrepreneur always searches for change, responds to it, and exploits it as an opportunity.” a)Peter F Drucker	1	Q.3	i.	Define MSME according to MSME-D act in tabular format =2	2
	ii.	The most suitable type of entrepreneur for a developing country like India is ..... b)Imitative	1		ii.	Explain the role played by MSME’s in the development of Indian economy (minimum 6 points *0.5=3)	3
	iii.	Investment in plant and machinery does not exceed..... is called as Micro enterprise. b)25 lakh	1		iii.	Explain role of Ancillary industries and Cottage Industries with example. (2.5 marks for each)	5
	iv.	.....are those which manufacture parts and components to be used by larger industries. a) Ancillary industries	1	OR	iv.	What are the different problems faced by MSME’s? (5 types of problems with explanation=5)	5
	v.	Opportunity implies a ..... situation to do something offered by circumstances. a)Favorable	1	Q.4	i.	Write steps involved in business opportunity identification and selection. (Steps sequentially or in a flow chart=2)	2
	vi.	Project managers use..... to determine potential positive and negative outcomes of a project before investing a considerable amount of time and money into it. c) feasibility study	1		ii.	What do you mean by feasibility analysis? Explain its each component in detail. (Meaning of feasibility analysis=2+ components=6)	8
	vii.	Business plan is like a..... for the entrepreneurs. d) All of the above	1	OR	iii.	Explain the steps involved in starting a new venture. (8 steps *1=8)	8
	viii.	Common errors while formulating business plan may happen during: d) All of the above	1	Q.5	i.	Define Business plan. State the contents of business plan. ( definition=2+ contents=2)	4
	ix.	KVIC stands for: b) Khadi and Village Industries Commission	1		ii.	Explain the stages of formulation of business plan (stages 6 *1=6)	6
	x.	Major schemes of NSIC to facilitate small scale enterprises are: d)All of the above	1	OR	iii.	Write importance of business plan or an entrepreneur. What can be the common errors during business plan formulation? (Importance of B-plan=3 + errors =3)	6
Q.2	i.	Define Entrepreneur. =2	2	Q.6	Attempt any two:		
	ii.	Classify the different types of entrepreneurs through chart. Explain each of them briefly.( Types 8*1=8)	8		i.	Enumerate the role of District Industries Centres in entrepreneurial development. (any five points explaining the role of D/C in detail.)	5
OR	iii.	Explain “Innovation Theory of Schumpeter” and “Need for Achievement Theory of McClelland” (4marks*2 theories=8)	8		ii.	State the role and functions of Khadi and Village Industries Commission. (2.5 role + 2.5 functions)	5
					iii.	Explain the role of SIDBI in the growth of MSME’s. (any five points explaining the role of SIDBI in detail.)	5

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