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16/17MBA26

Second Semester MBA Degree Examination, Dec2019/Jan.2020 Entrepreneurship Development

Time: 3 hrs.

Max. Marks:80

**Note: 1. Answer any FOUR full questions from Q1 to Q7.
2. Question No. 8 is compulsory.**

- 1
 - a. Who are Intrepreneurs? (02 Marks)
 - b. Explain in detail the stages in entrepreneurial process. (06 Marks)
 - c. Explain in detail the components of a Business Plan. (08 Marks)
- 2
 - a. List the factors to be considered in preparation of project. (02 Marks)
 - b. What is feasibility study? Explain the types of feasibility study. (06 Marks)
 - c. Define Entrepreneurship. Illustrate the evolution of entrepreneurship. (08 Marks)
- 3
 - a. What is single window concept? (02 Marks)
 - b. Discuss in detail the salient features of New Industrial Policy. (06 Marks)
 - c. Explain the responsibilities and rights of shareholders of family business. (08 Marks)
- 4
 - a. What is meant by succession in family business? (02 Marks)
 - b. Discuss the strategies for improving the capability of family business. (06 Marks)
 - c. Give a detailed note on NABARD and its activities. (08 Marks)
- 5
 - a. What are Strategic Alliancices. (02 Marks)
 - b. Differentiate between International And Domestic Entrepreneurship. (06 Marks)
 - c. Discuss the opportunities and challenges of Rural Entrepreneurship. (08 Marks)
- 6
 - a. List the types of Social Entrepreneur. (02 Marks)
 - b. Discuss in detail venture capital process. (06 Marks)
 - c. Discuss the modes of entrepreneurship entry into international business. (08 Marks)
- 7
 - a. Who are Angel Investors? (02 Marks)
 - b. Discuss in detail barriers to international trade. (06 Marks)
 - c. Discuss the steps in preparing a model project report for starting a new venture. (08 Marks)

8 CASE STUDY [Compulsory]

Mr. Bhargav, a Computer Science Engineer for a reputed institute, has been worked as Computer Analyst for 10 years to the reputed software company. In his free time, Mr. Bhargav has developed a Word Processing Software Program which is more comprehensive and efficient than other competitive programs in the market. The software program has been written and trial tested by the certain experienced software professionals and friends of Mr. Bhargav.

Mr. Bhargav is planning to start up a company, where he is looking for venture capitalist. He has meeting with a venture capitalist, and Mr. Bhargav is of opinion that venture capitalist look for idea which is profitable. Mr. Bhargav believes that he should be able to provide the details of projected sales for the first three years, expenses details to the venture capitalist.

Questions :

- a. As a entrepreneur, apart from financial analysis which are the other areas one need to access. (06 Marks)
- b. Is their a requirement of drafting Business Plan? Why do Business Plan fail? Justify. (05 Marks)
- c. As a venture capitalist are you interested in funding to Mr. Bhargav? Justify. (05 Marks)

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Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.
2. Any revealing of identification, appeal to evaluator and /or equations written eg. 42+8 = 50, will be treated as malpractice.