

Malini Kishor Sanghvi College of Commerce and Economics

Subject: Business Planning and Entrepreneurial Management

Class: SYBMS Sem: III

Time: 2.5 hours

Marks: 75

Note: 1) All questions are compulsory with internal choice.

2) Figures to the right indicate marks



Q1. A) Fill in the blanks: (Any - 8)

(8 Marks)

1. Entrepreneurship requires _____ decisions.
2. Entrepreneur who acts like an arbitrageur is known as a _____.
3. Analysis of _____ environment reveals opportunities and threats of the organization.
4. _____ was established at New Delhi in 1992.
5. The main objective of _____ is to generate employment, thereby solving the problem of poverty.
6. In _____ technique, an actual or hypothetical problem is presented to entrepreneurs for discussion and solution.
7. _____ is a contract between two parties, especially in different countries involving transfer of rights and resources.
8. _____ technique was developed by Alex Osborn.
9. _____ capital is also called as circulating capital.
10. _____ originates from any need or wants for any product or service that an entrepreneur can identify.

Q1. B) State whether True or False: (Any - 7)

(7 Marks)

1. In internal locus of control, the behavior of an individual is influenced by fate or external factors.
2. Entrepreneurship does not focus on results.
3. F.H. Knight states that 'newness' can create uncertainty.
4. The women entrepreneurs face the problem of dual responsibility.
5. NGOs play an important role in environment protection.
6. Follow up of EDP is important for its success.
7. Mergers may enable the merged entity to have access to wider global markets.
8. A patent legally protects the intellectual property rights of the inventor.
9. Commercial papers are long term form of financing.
10. Dealer advances are given by suppliers to dealers for distribution purpose.

Q2. A) Explain the significance of growth of entrepreneurship.

(8 Marks)

B) Explain the role of entrepreneurial culture in ED.

(7 Marks)



OR

Q2. C) Discuss the functions of entrepreneur.

(8 Marks)

D) Explain the need of entrepreneurship development.

(7 Marks)

Q3. Explain the concept of women entrepreneurs. Discuss in detail the business and gender related problems of women entrepreneurs.

(15 Marks)

OR

Q3. C) Discuss the methods of EDPs.

(8 Marks)

D) Explain the advantages of BPO.

(7 marks)

Q4. A) Discuss the steps in business planning process.

(8 Marks)

B) Explain the opportunities through change.

(7 marks)

OR

Q4. C) Discuss the merits and demerits of Joint stock company.

(8 Marks)

D) Explain the entrepreneurship development cycle.

(7 Marks)

Q5. A) What is fixed capital? Discuss the sources of fixed capital.

(8 Marks)

B) Explain the methods of marketing.

(7 Marks)

OR

Q5. Short Notes: (Any-3)

(15 Marks)

1. Theory of Social Change
2. Development of social entrepreneurship
3. Advantages of Mergers
4. Essentials of a promising business idea
5. The Creative Process