

# BUSINESS PLANNING AND ENTREPRENEURSHIP

MANAGEMENT  
SYBMS SEM III Reg & A.T.K.T. Exam Oct-2019

Time : 2.5 hours 05/10/19.

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. \_\_\_\_\_ developed the concept of 'Locus of control' in 1960s.
2. \_\_\_\_\_ acts as a nodal developmental agency for small industries.
3. \_\_\_\_\_ originates from any need or wants for any product or service that an entrepreneur can identify.
4. In \_\_\_\_\_, the product would be launched in a small market area to judge the reaction of the customers towards the product.
5. \_\_\_\_\_ involve preparation of time-table in respect of a project plan.
6. \_\_\_\_\_ are intermediaries between manufacturer and the buyer in the distribution process.
7. \_\_\_\_\_ provides medium term loans for agriculture and rural development.
8. \_\_\_\_\_ is a contract whereby a firm transfers its processes along with the associated operational activities and responsibilities to a third party.
9. In 1966, Harvey Leibenstein popularized the concept of \_\_\_\_\_
10. National Commission for Women was established at \_\_\_\_\_ in 1992.

Q1. A) State whether True or False : (Any – 7)

(7 Marks)

1. Social Entrepreneur is driven by profit objective.
2. Entrepreneurship is not influenced by political factors.
3. Merger may enable the merged entity to have access to wider global markets.
4. An intrapreneur is the owner of the organization.
5. Follow up of EDP is important for its success.
6. A promising business idea need not be profitable.



7. Entrepreneurs may find business opportunity through changes in business environment.
8. Dealer advances are given by suppliers to dealers for distribution purpose.
9. Letter of credit is the most popular method of payment in foreign trade.
10. Commercial banks can provide only term loans to entrepreneurs.

- Q2. A) Explain the need for entrepreneurship development. (8 Marks)
- B) Explain the development of Intrapreneur. (7 Marks)

OR

- Q2. C) Explain the measures to develop women entrepreneurs. (8 Marks)
- D) Discuss the social responsibility of NGOs. (7 Marks)

- Q3. A) Discuss the methods of Entrepreneurial Development Program. (8 Marks)
- B) Discuss the entrepreneurship development cycle. (7 Marks)

OR

- Q3. C) Distinguish between Invention and Innovation. (8 Marks)
- D) Explain the factors influencing ownership type. (7 Marks)

- Q4. A) Discuss the steps in setting up business venture. (8 Marks)
- B) Explain the sources of fixed capital. (7 Marks)

OR

- Q4. A) Explain the factors influencing working capital requirements. (8 Marks)
- B) Discuss the types and advantages of Mergers. (7 Marks)

Q5. A) Discuss the types of distribution channels.

(8 Marks)

B) Explain the advantages and disadvantages of Sole Proprietorship. (7 Marks)

OR

Q5. Short Notes : (Any-3)

(15 Marks)

- a) Theory of Social Change
- b) Business Related Problems faced by women entrepreneur
- c) Advantages of Business Process Outsourcing (BPO)
- d) Milestones
- e) Economic Influences

3