

Roll No. ....

**12030**

**MBA 2nd Semester (Open Elective Courses)  
Examination – May, 2023**

**ENTREPRENEURSHIP DEVELOPMENT (FOUNDATION  
ELECTIVE COURSES)**

**Paper : 16IMSFI**

*Time : Three hours ]*

*[ Maximum Marks : 40*

*Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard, will be entertained after examination.*

**Note :** All questions of Section-A are *compulsory*. Attempt any four questions from Section-B selecting at least *one* question from each unit.

**SECTION – A**

**1.** Write short notes on :

- (a) Expansion or development financing
- (b) Permanent working capital
- (c) Financial feasibility
- (e) Environmental scanning

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- (f) Licensing
- (g) Legal issues for new startup
- (h) Uses of cash budget
- (i) Competitor analysis

#### SECTION – B

##### UNIT – I

2. In the Indian context, explain the role that entrepreneurship has played in the economic development of the country.
3. Discuss the skill requirement and characteristics of a successful entrepreneur.

##### UNIT – II

4. While adjudging the viability of your proposed project, what factors you will take into consideration.
5. What is the purpose of feasibility test of a business idea? Discuss the steps of feasibility test for your new business idea.

##### UNIT – III

6. What do you understand by the term 'working capital'? Distinguish between Gross working capital and net working capital.

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7. What are the steps in conducting market research? What are the bases for market segmentation?

##### UNIT – IV

8. Describe the institutional set up for entrepreneurial development in India.
9. Write notes on :
  - (a) Intellectual property rights,
  - (b) Trademarks.

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