

Roll No.

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Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.-4)

ENTREPRENEURSHIP DEVELOPMENT

Subject Code : BBAGEC401-18

M.Code : 77426

Date of Examination : 27-05-2025

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.**
2. **SECTIONS-B consists of FOUR Sub-sections : Units-I, II, III & IV.**
3. **Each Sub-section contains TWO questions each, carrying TEN marks each.**
4. **Students have to attempt any ONE question from each Sub-section.**

SECTION - A

1. Explain the following :

- a) Entrepreneurial motivation
- b) Types of entrepreneurs.
- c) Phases of entrepreneurship development program.
- d) Problems of startups.
- e) Characteristics of an MSMSE.
- f) Define business incubators.
- g) What is lease funding?
- h) Industrial clusters
- i) Venture capital
- j) Angel investors

SECTION - B

UNIT - I

2. Define entrepreneurship. Discuss the various theories of entrepreneurship.
3. Describe the traits of a successful entrepreneur. Also, discuss the role of an entrepreneur in the economic development of a country.

UNIT - II

4. What is the importance of idea generation? Discuss the various sources of a business idea.
5. Define business plan. Elaborate the important elements of a business plan with examples.

UNIT - III

6. Critically analyze various government schemes and policies to promote EDP in India.
7. Discuss in detail the role of different state-level and national-level promotional agencies in assisting business startups.

UNIT - IV

8. What is industrial sickness? Discuss its causes. Also, suggest some remedial measures to revive the sick industrial units.
9. Explain the role of financial institutions and commercial banks in entrepreneurial development with the help of suitable illustrations.

NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.