

Roll No.

56070

**MBA 2 Year 4th Semester
(N.S.) 2011-2013 Examination-
May, 2017**

ENTREPRENEURSHIP

Paper : MBA-401

Time : 3 hours

Max. Marks : 80

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 the examination.

Note: Attempt **compulsory** Question No. 1 from Section A and **four** questions from Section B (**one** question from each unit). All questions carry equal marks.

SECTION - A

1. Briefly explain the following :
 - (a) Need for entrepreneurship
 - (b) A successful entrepreneur

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- (c) Sources of ideas
- (d) Financial viability
- (e) Objectives of functional plans
- (f) Break-even analysis
- (g) Forms of equity financing
- (h) Venture Capital

SECTION - B

UNIT - I

- 2. Highlight the knowledge and skills required for entrepreneurship. What are the stages in the development of an entrepreneur?
- 3. Trace the history of emergence of entrepreneurship in India. Which factors have impacted the growth of entrepreneurship in India?

UNIT - II

- 4. Explain the objectives of environmental scanning. Which factors should be considered in environmental scanning?
- 5. What is a SWOT report? Why and how is it prepared?

UNIT - III

- 6. Discuss the elements of an organisational plan. Highlight the role of organisational plan in setting up a new venture.
- 7. Elaborate the elements of a balance sheet. Discuss its utility for various stake holders.

UNIT - IV

- 8. Discuss various forms of debt financing. What are its advantages and disadvantages for an entrepreneur?
- 9. Write notes on :
 - (a) Intellectual Property Rights
 - (b) Franchising and licensing