

(6 pages)

Reg. No. : .....

Code No. : 32110 E

Sub. Code : CSCO 41/  
CSHO 41

B.Com. (CBCS) DEGREE EXAMINATION,  
APRIL 2024.

Fourth Semester

Commerce/Honours

Skill Based Subject - ENTREPRENEURSHIP  
DEVELOPMENT

(For those who joined in July 2021-2022)

Time : Three hours

Maximum : 75 marks

PART A — (10 × 1 = 10 marks)

Answer ALL questions.

Choose the correct answer :

1. "An Entrepreneur is an Innovator", who said
- J. B. Say
  - Alfred Marshall
  - Schumpeter
  - Peter Drucker

2. That entrepreneur who is never ready to introduce changes in his enterprise
- Drove entrepreneur
  - Dynamic entrepreneur
  - Born entrepreneur
  - None of the above
3. Opportunity identification is a \_\_\_\_\_ process compared to the rest of the product development process
- Inexpensive
  - Expensive
  - Equally expensive
  - Lengthy and difficult
4. The first step of the opportunity identification process is to
- Select exceptional opportunities
  - Screen opportunities
  - Establish a charter
  - Develop promising opportunities

Page 2 Code No. : 32110 E

5. Project formulation relates to
- Second stage of project cycle
  - Fourth stage of project cycle
  - Both
  - None of these
6. The purpose of project formulations is to determine the
- Major impact
  - Total impact
  - Both
  - None of these
7. The following is not a type of lease agreements
- Capital
  - Financial
  - Operating
  - Leveraged
8. SIDBI head office in
- Lucknow
  - Delhi
  - Mumbai
  - Chennai
9. Which one is commercial document in export the following?
- Shipping bill
  - Consular invoice
  - Duty drawback
  - Letter of credit

10. Which one of the following is categories of e-commerce?
- B2B
  - B2G
  - C2C
  - All of these

PART B — (5 × 5 = 25 marks)

Answer ALL questions choosing either (a) or (b).  
Each answer should not exceed 250 words.

11. (a) Write a note on "Entrepreneurial Mobility".
- Or
- (b) Expound the need for Entrepreneurship Development Programmes.
12. (a) Briefly explain the various sources of business ideas.
- Or
- (b) What are the benefits of business modelling?
13. (a) What is Bootstrapping and its stages?
- Or
- (b) What are the objectives of project appraisal?

Page 3 Code No. : 32110 E

Page 4 Code No. : 32110 E  
[P.T.O.]

14. (a) What are the schemes initiated by commercial banks?

Or

(b) What are the characteristics of small scale industries?

15. (a) What are the objectives of product life cycle?

Or

(b) Write the important signals of industrial sickness.

PART C — (5 × 8 = 40 marks)

Answer ALL questions choosing either (a) or (b).

Each answer should not exceed 600 words.

16. (a) Explain the different types of entrepreneur.

Or

(b) Discuss the various problems faced by women entrepreneurs.

17. (a) Discuss the contents of business plan.

Or

(b) Explain the functions of business model.

Page 5 Code No. : 32110 E

18. (a) Explain the role and responsibilities of project manager.

Or

(b) Discuss the various stages in project appraisal.

19. (a) Explain the Advantages of Leasing.

Or

(b) Describe the different steps taken for starting small scale industry.

20. (a) Discuss the various consequences of industrial sickness.

Or

(b) Describe major challenges e-commerce in small enterprise.

Page 6 Code No. : 32110 E