

Total No. of Questions : 5]

SEAT No. :

P5532

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[5659]-5009

First Year Master in Business Administration (M.B.A.)

109 : ENTREPRENEURSHIP DEVELOPMENT

(2019 Pattern) (Semester - I)

Time : 2 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*

Q1) Solve any five. [10]

- a) Define entrepreneur, entrepreneurship and enterprise. [2]
- b) Define innovative entrepreneur. [2]
- c) Expand N-Ach./N-pow./N-Aff./N-Aut. [2]
- d) Define business model. [2]
- e) What is social sector? [2]
- f) What is mobility of entrepreneurs. [2]
- g) Define Networking in business. [2]
- h) List two ways an entrepreneur can prevent business failure. [2]

Q2) Solve any two. [10]

- a) Examine the role of SISI in Entrepreneurship Development. [5]
- b) Compare and contrast between network and alliances in business. [5]
- c) Write in your own words - Entrepreneurial Competencies. [5]

P.T.O.

Q3) Solve any one. [10]

- a) The Social Entrepreneurs are governments' best friend-Evaluate the statement. [10]
- b) Illustrate the Objectives of The National Institute for Entrepreneurship and small business Development (NIESBUD) for Entrepreneurship Development. [10]

Q4) Solve any one. [10]

- a) Discuss the Theory of Profit by Knight, Theory of Social change by Everett Hagen. Cite examples supporting the theories. [10]
- b) Evaluate the opportunities available in case of Export Oriented Units (EOU) with reference to support by Government agencies. [10]

Q5) Solve any one. [10]

- a) Amit runs his own enterprise in an area on the outskirts of Kota, Rajasthan. He manages a collective of people with disabilities who make Rajasthani puppets in a traditional style, mainly selling to tourists through local shops, and pays them a basic salary as well as a profit share. The puppets are all made to Amit's own designs, and are quite different to the standard items in most tourist stores. His quirky designs and their popularity with shoppers have come to the attention of Manish, who runs a relatively large factory producing puppets and other tourist-friendly wares. Manish approaches Amit to suggest that he buy his enterprise, including his designs, and that Amit and his employees all come and work at Manish's factory. He is offering a lot of money, and Amit doesn't know whether he wants to maintain his independence or go for the security offered by a lump cash sum and guaranteed employment. He uses a SWOT analysis to take a snapshot of his current situation and help him consider the decision:

Read through the case study and develop a SWOT Analysis for Amit's business decision. [10]

- b) Examine the role of EDII in Entrepreneurship Development. [10]

