



**Third Semester 5 Year B.B.A., LL.B. (Hons.) Examination, June/July 2012**  
**ENTREPRENEURSHIP DEVELOPMENT**

Duration : 2  $\frac{1}{2}$  Hours

Max. Marks : 70

- Instructions:** 1. Answer **all** questions.  
2. **Marks** are indicated on the **right side**.

Q. No. 1. (a) (i) Define the term entrepreneur. Also comment on the statement that “entrepreneurs are made not born”. Marks : 9

OR

(ii) Explain the importance of entrepreneurship.

(b) (i) Write a note on : Marks : 5

- Fabian entrepreneur
- Innovative entrepreneur.

OR

(ii) What are the characteristics of successful entrepreneur ?

Q. No. 2. (a) (i) Explain the course contents and curriculum of EDP's. Marks : 9

OR

(ii) Explain the phases of EDP.

(b) (i) What are the objectives of EDP's ? Marks : 5

OR

(ii) Write a note on entrepreneurial training.

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Q. No. 3. (a) (i) Explain Small Industrial Development Bank of India.

Marks : 9

OR

(ii) Explain the steps in setting up a new unit.

(b) (i) Write a note on business plan preparation.

Marks : 5

OR

(ii) Write a note on licensing.

Q. No. 4. (a) (i) Explain economical and technological factors affecting entrepreneurial development.

Marks : 9

OR

(ii) Discuss the role of govt. in promoting entrepreneurship in India.

(b) (i) Write a note on withdrawal of status respect.

Marks : 5

OR

(ii) Write a note on political environment for entrepreneurship.

Q. No. 5. (a) (i) Explain "Maslow's Need Hierarchy Theory".

Marks : 9

OR

(ii) Explain the internal and external factors of motivation.

(b) (i) Write a note on facilitating factors.

Marks : 5

OR

(ii) It is said that 'ambition is the level of all motives'. Do you agree ? Comment.

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