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( 4th Semester )

**COMMERCE**

Paper No. : BC-402

**( Fundamentals of Entrepreneurship )**

*Full Marks : 70*

*Pass Marks : 45%*

*Time : 3 hours*

**( PART : B—DESCRIPTIVE )**

*( Marks : 45 )*

*The figures in the margin indicate full marks  
for the questions*

**Answer all questions**

1. (a) Explain the concept of entrepreneur as leadership, risk taking, decision making and business planning. 9
- Or
- (b) Discuss the different theories of entrepreneurship. 9
2. (a) What is opportunity analysis? Explain the various factors/sources of opportunity analysis. 2+7=9

*Or*

(b) Enumerate the legal requirements for establishment of a new unit. 9

3. (a) Discuss the psychological theories of entrepreneurship. 9

*Or*

(b) Discuss the relationship between entrepreneur and innovation. 9

4. (a) What do you understand by EDPs? Explain the role and objective of EDPs. 2+7=9

*Or*

(b) Discuss the suggestions for making EDPs more effective. 9

5. (a) Discuss the role of entrepreneur in bringing about social stability and balanced regional development of industries. 9

*Or*

(b) What is forex earning? Explain the role of entrepreneur in augmenting and meeting local demand. 2+7=9

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**2017**  
( 4th Semester )

**COMMERCE**

Paper No. : BC-402

**( Fundamentals of Entrepreneurship )**

( PART : A—OBJECTIVE )

( Marks : 25 )

*The figures in the margin indicate full marks for the questions*

1. State whether the following statements are *True (T)* or *False (F)* by a Tick (✓) mark : 1×5=5

(a) Export promotion increases unfavourable balance of trade, increase imports and decrease exports.

( T / F )

(b) Entrepreneurial Motivation Centre has been set up in the North-Eastern region of India.

( T / F )

(c). Motivation implies an inner state that causes a person to act towards the attainment of goals.

( T / F )

(d) Environmental analysis means an assessment of various influencing factors in relation to the entire venture.

( T / F )

(e) Prof. A. H. Cole regarded an entrepreneur as an innovator.

( T / F )

2. Fill in the blanks :

1×5=5

(a) ..... has given the need for achievement theory of entrepreneurship.

(b) According to Peter Drucker, an entrepreneur is one who always searches for change, responds to

it and exploits it as an .....

(c) Policies, practices and measurement make possible ..... entrepreneurship and .....

.....

(d) ..... considered entrepreneurship as a function of social, political and economic structure.

(e) The Council which examines various aspects of export promotion such as price, quality packaging, marketing, transport, etc., is known

as .....

3. Choose the correct answer and place its code in the brackets provided : 1×5=5

(a) All India Small-Scale Industries Board was established in

(i) 1953

(ii) 1954

(iii) 1955

(iv) 1956

( )

(b) The theory of withdrawal of status was developed by

(i) E. Hagen

(ii) Schumpeter

(iii) Koontz and O'Donnel

(iv) Keith Davis

( )

(c) The Minimum Wages Act was passed in the year

(i) 1936

(ii) 1938

(iii) 1948

(iv) 1972

( )

(d) Risk Capital Foundation (RCF) was started by IFCI in the year

(i) 1972

(ii) 1974

(iii) 1965

(iv) 1975

( )

(e) Who was the first person to argue that the entrepreneurial growth was dependent upon the 'ethical value system' of the society concern?

(i) Prof. Knight

(ii) Max Weber

(iii) J. B. Say

(iv) Peter F. Drucker

( )

4. Write on the following in about 4 or 5 sentences  
each : 2×5=10

(a) Promotion of a venture

(b) Difference between entrepreneur and manager



(c) Sources of forex earnings

(d) Entrepreneurial attitude

(e) Sources of finance

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