

2018

ENTREPRENEURSHIP

(COMMERCE)

THEORY

Full Marks : 70

Time : 3 hours

The figures in the margin indicate full marks for the questions

General Instructions:

- (i) Write all the answers in the Answer Script.
- (ii) All questions are compulsory.

Answer to Questions Nos 1 to 8 should not exceed

15 words each: $1 \times 8 = 8$

1. Define Entrepreneurship.
2. Give the meaning of Innovation.
3. What is meant by Entrepreneurial Attitude?
4. What is the purpose of human activities?

5. Give the meaning of Creativity.
6. Name any two tax benefits available to a small scale industries.
7. Give the meaning of Motivation.
8. Define Patents.

Answer to Question Nos 9 to 13 should not exceed

30 words each: $2 \times 5 = 10$

9. Define Fabian Entrepreneurs.
10. Give the meaning of Self-Efficacy.
11. What is meant by 'Opportunity to enjoy Autonomy' ?
12. Distinguish between Entrepreneur and Intrapreneur.
(Any two points).
13. Why finance is considered as 'life blood' for an enterprise.

Answer to Question Nos 14 to 19 should not exceed

45 words each: $3 \times 6 = 18$

14. Explain any three major Entrepreneurial Competencies.

(3)

15. Explain the term 'Transformational entrepreneurs'.
16. Mention any three similarities between Values and Attitudes.
17. Give three points of distinction between selling and marketing.
18. Describe the nature of human activities.
19. Define Industrial Estates. Explain two types of Industrial estates on the basis of functions.

Answer to Question Nos 20 to 23 should not exceed
60 words each: $4 \times 4 = 16$

20. "With Entrepreneurs we prosper, without them we are poorer"
Explain in the light of the above statement the need for entrepreneurs in an economy.
21. Explain the various function performed by an entrepreneur.
22. What are the various factors that motivate people to become entrepreneurs?
23. Mention any four functions performed by EXIM Bank.

(4)

Answer to Question Nos. 24 to 26 should not exceed
75 words each: $6 \times 3 = 18$

24. Explain McClelland's Need for Achievement Theory of Motivation.

Or

What are the barriers to entrepreneurship development? Explain any six points.

25. What are the characteristics that can make an entrepreneur successful?

Or

Describe the process involved in entrepreneurship development.

26. What are the factors that influence pricing policy of an enterprise?

Or

What is Trademarks? What are the different categories of Trademarks?

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