

MG 8091 ENTREPRENEURSHIP DEVELOPMENT

VERY IMPORTANT UNIVERSITY QUESTIONS

UNIT 1(Entrepreneurship)

PART A

1. Define entrepreneur **(Or)** who is an entrepreneur? (Apr-14,15,17,18,19 Nov-18,19)
2. Types of entrepreneur? (Apr-11,14,18,19 Nov-14,18)
3. Define the term of entrepreneurship?(Nov-13,Apr-14)
4. Explain David mc clelland's "need for achievements" relevance to entrepreneurship?(Nov-16)
5. Define intrapreneur with example?(Nov-16,18,19)
6. Differentiate entrepreneur and intrapreneur?(Apr-10,15,17)
7. Differentiate between an entrepreneur and a manager?(Apr-13)
8. Mention any four triggering factors for a person to become an entrepreneur?(Apr-09)
9. Suggest suitable jobs for persons having high need for achievement?(Apr-09)
10. How does an entrepreneur called as innovator?(Apr-13)
11. Define Intrapreneur with example?(Nov-16)

PART B & C

1. Bring out the Schumpeter's views on entrepreneur. Explain the different types of entrepreneur in the society **(Or)** Classify entrepreneur as suggested by different behavioral scientists. Mention names of entrepreneurs (Indian or foreigners) kin the typology identified by you? **(Or)** Discuss the types of entrepreneurs? **(Or)** Briefly explain the types of entrepreneurs. **(Or)** Who is an entrepreneur? Discuss the importance &types of entrepreneurs in details.(Apr-08,10,Mar-13,Apr-14,15,Nov-16)
2. Describe how innovation is important as a dimension of entrepreneurship?(Nov-09)
3. Differentiate between entrepreneur and intrapreneur?(Nov-14,Apr-18,19 Nov-18,19)
4. Explain the main functions performed by the entrepreneurs. (Nov/Dec 2013,Apr-15,Nov-16)
5. Discuss the cultural, economic, political and personality factors that affect entrepreneurial growth? **(Or)** Explain the factors affecting entrepreneurial growth? **(Or)** State and explain the factor affecting entrepreneurial growth in our country?(Apr-08,10,18,19 Nov-18,19)
6. Discuss the role played by entrepreneurs in the economic development of tamilnadu in particular and India in general? **(Or)** Explain how entrepreneurship has influenced the economic development of nations in recent year **(Or)** Entrepreneur is the catalyst in the process of economic development? In the right of this statement, explain the role of entrepreneurship in the economic growth of a country.(Nov-08,09, 19, Apr-09,10,17)

UNIT II (Motivation)

PART A

1. Need for achievement motivation on entrepreneurship development (or) summaries the psychological factors of entrepreneurial motivation?(Apr 08,18)
2. State the main objectives (Or) aim of Entrepreneurship Development Program's (EDP's)? (Nov-08 18) (Apr-12,13, 14,17,19)
3. Explain how motivations can be transformed into acceptable performance by employees?(Apr 09)
4. What incentives are offered to set up SSI units? (Apr 09)
5. What situations have led to intrapreneurship in organization? (Nov 09)
6. Why do small businesses become sick? (Nov 09)
7. Define stress?(Apr-10,Nov 16, 18, 19)
8. What is Thematic Apperception Test? With examples?(Apr-10,11,17,18, Nov 19)
9. What are the sources of idea generation?
10. Define self rating?(Apr 14,Nov 14, 16)
11. Discuss the need of entrepreneurship development program?
12. Identify different phases of EDP's?(Nov 13)
13. State the objective of Entrepreneurial Motivation Training(Apr 08, 13)
14. What is business game?(Apr 15,19)

PART B & C

1. What do you understand by achievement motivation? How can achievement motivation be developed?

(Or)

Bring out the model for entrepreneurship development and discuss the role of achievement motivation in Entrepreneurship development.(Apr-11,Nov13,14,16,Apr-18)

2. Define the term motivation. What are the special motivational techniques for entrepreneur?(Apr-14)

3. Write an amount of business games and explain its importance for entrepreneurs? (Or) What is business game? State its objective, needs .define in basket training. Why in basket training is essential to entrepreneurs? Give reason?(Apr-11,13)

4. How did mc clelland's experiment correlate the Thematic Apperception Test and the three motivations? Illustrate your answer with a situation known to you describe the profile of an entrepreneur in terms of the three needs identified by mc clelland?

(Or) Explain the aims and objectives of thematic appreciation test. Discuss the application and uses.(Apr 14,19 Nov 18)

5. Define stress. Discuss the various stress management technique to overcome work stress? **(Or)** What is meant by entrepreneurial stress? State and explain the causes of stress among entrepreneurs and the measures to be followed by them to overcome stress. **(Or)** Define stress. Explain the symptoms of stress. How to overcome the stress.(Apr 08,14)

6. Discuss the need and objectives of Entrepreneurship Development Program (EDP's)? **(Or)** What are the objectives of entrepreneurship development program? How far they are successful in India? **(Or)** What is entrepreneurship development? What are the methods of preparing a entrepreneurship development program in details? (Apr 08, Nov 19) **(Or)** What is entrepreneurship development program? Provide the various sources of EDP.(Apr 12,15,18) (N 16)

7. Explain the major motive influencing an entrepreneur with examples.(Nov 14,18, 19) (Apr 18,19)

UNIT III (Business)

PART A

1. What are the steps involve in the process of a market research survey?(Apr 08)
2. State the advantage and disadvantage of partnership firm?(Nov 08, 19)
3. Differentiate between equity and debt, which form of capital is better suited for entrepreneurial business?(Apr 09) (Nov 14)
4. List out any four sources of finance?(Nov 09)
5. Define SME (small & medium enterprises)?(Apr 10)
6. What is techno economic feasibility **(Or)** techno economic evaluation? (Apr 10,12) (Nov 13,18,19)
7. What is non-probabilistic sampling?(Apr 12)
8. How to prepare preliminary project report & classify projects?(Apr 11,14,19) (Nov 16)
9. Discuss the characteristics of small enterprises & problem based by small enterprises?(A13,17)(N 16)
10. Why is calculating BEP important for entrepreneurs?(Nov 09)
11. What is the function of SSI? List the importance of SSI?(Nov 13,14)(Apr 18)
12. Define industrial clusters (Nov 14)
13. What are the steps in identifying business opportunities (Apr 19)
14. Define co-operation?
15. Define sole proprietorship?
16. Define SSI? Classification of SSI? (Apr 15,18)

PART B & C

1. What are the different ownership structures available to entrepreneurs? Describe the advantage and disadvantage of different ownership structure? **(Or)** Discuss the ownership structure of small business?(Apr11)

2. Discuss the ownership structures of small business.(Apr 12,19) (Nov 14)
3. Discuss the classification and characteristics of small business?(Apr 10, 15)
4. Discuss the steps involved in setting up a business with suitable example? (Apr 10, 12,14, 15) (Nov 18)
5. Discuss the factors that are involved in the identification and selection of business opportunity and the guidelines which help to identify and Asses opportunities? (Nov 08) (Apr 15)
6. Indicate the appropriate tools of market survey and methods of research to introduce new service facility in particular residential locality densely populated by software professional's .how do you Asses their needs foe the service offering? **(Or)** Describe the elements of a marketing plan and how they relate to the market survey and research? (Apr 09) (Nov 14, 18,19)
- 7.Explain the major components of feasibility plan? **(Or)** Write a note on the techno economic feasibility plan and method of project appraisal? (Apr 13,14,17,18,19) (Nov 13, 19)
8. What is the business environment? Discuss the various methods for external environment before formulating a business strategy? (Apr 14)
9. What is meant by detailed project report? What are the precautions that an entrepreneur should take at the time of preparation of detailed project report? Tabulate the estimate profitability and financial ratios with illustrations. (Nov 08, 16) (Apr 13, 17)
10. What is a preliminary project report? State the advantage of preliminary project report? How and why do you prepare it? (Apr 11, 17,19) (Nov 13, 16)

UNIT IV (Financing and Accounting)

PART A

1. Explain the following
 - A) Opportunity cost (Nov 19) b) secondary cost (Apr 08)
2. Distinguish between PERT and CPM? (Apr 08, 15)
3. Mention types of ownership structures suitable for entrepreneurial firms?
4. What is meant by trade credit? (Apr 09)
5. Write a note on excise duty & sales tax?(Apr 19)
6. What is working capital and its significance? (Apr 12, 13, 14,16, Nov 19)

7. What is loan? And classify the term loans? (Apr 12, 18, 19)
8. State the need for tax benefits for SSI **(Or)** purpose of Taxation? (Apr 13) (Nov 16)
9. What is Break Even Point (BEP) **(Or)** Break Even analysis (BEA)? And its benefits? (A 10,11,15,18)
10. What are the sources of finance?
11. Point out the components of working capital. What are its kinds? (Nov 08)
12. State the uses and limitations of break-even analysis? (Nov 08) (Apr 14,18)
13. Briefly explain the different types of start-ups? (Nov 09)
14. Define Venture capital? (Nov 14)

PART B & C

1. Explain how capital is raised by entrepreneurs at various stage of business development, through an example. Trace the growth of venture capital in our country? (Apr 10)
2. What are the all functional risks faced by small business? Discuss the reason for bankruptcy and remedial actions against them. (Apr 10)
3. Discuss the sources of finance for an entrepreneur. Also provide the strategies for the suitable capital structure for a calculated risk business? **(Or)** what are the different sources of finance for a business? Explain. (Apr 12, 15,19) (Nov 18, 19)
4. What are the All India Financial Institutions that meet the financial needs of the entrepreneurs? (A13)
5. Describe the sources of short term finance and long term finance. (Apr 13, 15, 17) (Nov 13, 16)
6. Explain about working capital. Discuss the sources and the management of working capital (or) Imagine that you are an entrepreneur planning to set up an establishment catering to everyday provision needs a hard core steel manufacturing company. How would you solve your working capital requirement? State and explain the main sources of working capital financing that you may use and why? **(Or)** Explain the role of financial institutions, development banks and support agencies in the promotion of entrepreneurship in India? **(Or)** Describe the need for institutional support to small scale industries. What is a DIC? Explain its functions? (Apr 08, 11, 13, 18) (Nov 18)
7. How should an entrepreneur use the PERT and CPM technique in selecting a project when more than one project is available? **(Or)** Explain the importance and objective of network analysis techniques with examples? **(Or)** What do you mean by network analysis? Explain its need and the nature of network techniques and network planning? **(Or)** Explain the different techniques of PERT and CPM. State their advantages and limitations?
8. How do you assess the working capital required to run a small scale industry? What sources do you tap for meeting this requirement?

UNIT V (SUPPORT TO ENTREPRENEURS)

PART A

1. Define merger? Types of merger? And merits (Apr 10, 11, 17,19) (Nov 13)
2. What is sub-contracting? What are the factors can be covered? List any two advantages of sub-contracting? (Apr 08, 10, 13, 15) (Nov 18)
3. What are the causes of slow growth of industrial entrepreneurship in India?(Nov 18)
4. Define venture capital. Mention any two sources from which it can be received?(Apr 09)
5. Define joint venture? When companies do prefer joint ventures?(Apr 12, 14)
6. State the growth strategies in small industry? (Apr 12)
7. What is BIFR? (Apr 13)
8. Define the term magnitude? (Apr 14)
9. What is expansion? What are the three form of expansion? (Nov 14) (Apr 14)
10. Define industrial sickness? (Apr 19, Nov 19)
11. What is diversification? What are the types of diversification? (Apr 09) (Nov 14, 18)
12. Define franchising? What the type is of franchised?
13. What is an Acquisition?
14. Define incentives (Nov 13) (Apr 17)
15. Define Small Business?
16. Define business environment(Nov 14) (Apr 11)
17. What are business incubators? (Nov 19)

PART B & C

1. Discuss the various causes and consequences of industrial sickness in India. Suggest measures to curb industrial sickness with special reference to small –scale industry? **(Or)** What do you understand by sickness in small firms? What are its causes? Suggest measures to overcome such sickness? **(Or)** Illustrate the cause and consequences of sickness in small business? (Nov 08, 13, 14, 18) (Apr 09, 11, 15, 17, 18)
2. Explain how to plan for corrective measure in small business? Discuss the corrective measure techniques and guidelines in details? **(Or)** What remedial measures do you think necessary to arrest the growth industrial sickness in India? (Apr 14)
3. Define joint venture. State the reasons behind creation of joint venture. Discuss the partner selection criteria? (Apr 08) (Nov 14, 18)
4. What are the salient features of new small enterprise policy,1991? Discuss the need for policy support to small scale enterprises. Does the governments projective policies beneficial for the development of small scale industrial units? Give your views with examples.(Apr 09, 14, Nov 19) **(Or)** What is the salient feature of new small enterprise policy? How is the government's protective policy beneficial for the development of small scale industries? (Apr 12, 19)

5. Explain the threads of small industries and the remedial measures to overcome that? **(Or)** Discuss the features of sick industrial companies' act 1985 and the measures taken and suggestion of the act? (Apr 12, 13, 19)
6. Describe the incentives and subsidies offered by the government for the promotion and growth of small industry in India? (Nov 13) (Apr 17)
7. What are the four major types of growth strategies adopted by industrial units? / business firms? **(Or)** Discuss the growth strategies followed or adopted in small industry? (Apr 14, Nov 19)
8. What is diversification? Discuss the basis of diversification in entrepreneurship? (Apr 14, 15,19)