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**P.E.S. College of Engineering, Mandya - 571 401**  
*(An Autonomous Institution under VTU, Belgaum)*  
**Fourth Semester – Master of Business Administration (MBA)**  
**Semester End Examination; June – 2016**  
**Entrepreneurship Development**

*Time: 3 hrs*

*Max. Marks: 100*

*Note: Answer FOUR full questions from PART - A and PART – B (case study) is compulsory.*

**PART - A**

- 1 a. Explain the types of Entrepreneur. 10  
 b. Differentiate Entrepreneur and Intrapreneur, and elucidate the stages in Entrepreneurial process. 10

**OR**

- 2 a. Write short notes on : 10  
 i) SSII            ii) NABARD  
 b. What are the factors reasonable for an emergence of Entrepreneurship? 10
- 3 a. Describe the strategies for development of common entrepreneurship. 10  
 b. What are the problems and challenges faced by small scale Industries of India in present scenario? 10

**OR**

- 4 a. Explain the major problems faced in developing Rural Entrepreneurship. 10  
 b. Describe the role of NGOs in the development of Rural entrepreneurship. 10
- 5 a. Differentiate leasing and hire purchase. And explain their advantages and disadvantages. 10  
 b. List out the objectives and functions of IDBI. 10

**OR**

- 6 a. Explain the functions and Importance of SIDO. 10  
 b. Examine the policy of the Central Government towards SSI' s since 1991. 10
- 7 a. Explain the growth strategies to be followed for launching of small business. 10  
 b. Name few agencies, their scopes that help in formulating and financing projects. 10

**OR**

- 8 a. Design the business plan for enterprise of your own choice. 10  
 b. List out the causes of Industrial sickness and its corrective measures. 10

Contd....2

**PART - B****Case Study (Compulsory)**

9. Mr. Joshi was told that 15 ft x 10 ft shop was available in the basement of a commercial complex, He was waiting for such opportunity as he wanted to start his own business and become an entrepreneur. His wife worked in good company and his daughter was studying travel and Tourism management. Mr. Joshi was an expert in cooking and won many prizes. As this opportunity came his way, he thought of starting his own business. He wanted to involve his daughter too.

He had some choices :

To start a small travel agency

To start a small snack bar

To start a small provision store

As the shop is available in a commercial area there would be no dearth of customers for any of the above business.

**Questions:**

- |   |   |
|---|---|
| a) Which one of the above three options should Mr. Joshi opt for? And why?                | 5 |
| b) To start a travel agency what is the basic office equipment he will have to invest on. | 8 |
| c) Which qualities of an entrepreneur do you think Mr. Joshi should possess?              | 7 |

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