

**MAM**  
**(SEM IV) THEORY EXAMINATION 2017-18**  
**ENTREPRENEURSHIP DEVELOPMENT**

*Time: 3 Hours**Total Marks: 100***Note:** 1. Attempt all Sections.**SECTION A**

- 1. Attempt *all* questions in brief. **2 x 10 = 20****
- a. Define Entrepreneur?
  - b. What is a sociologist view of an entrepreneur?
  - c. Define Venture.
  - d. How an entrepreneur would estimate its fund requirements?
  - e. What do you understand by a Technology Leader?
  - f. What is Invention?
  - g. What is imitation?
  - h. Define Entrepreneurial Development?
  - i. Why government encourages entrepreneurship?
  - j. Explain Forex Earning?

**SECTION B**

- 2. Attempt any *three* of the following: **10 x 3 = 30****
- a. "Entrepreneurs are calculated risk takers". Do you agree with this statement? Support your answer with a suitable example.
  - b. Classify entrepreneurs according to the type of business?
  - c. Discuss the various technological factors considered important for a business?
  - d. Discuss the relevancy of an EDP programme?
  - e. "Entrepreneur plays an important role in economic development". Discuss how?

**SECTION C**

- 3. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) Discuss the Shumpeter theory of entrepreneurship?
  - (b) Entrepreneurship is a process of creating incremental wealth? Discuss.
- 4. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) What do you understand by a venture capitalist? Explain with an example?
  - (b) Discuss the various legal requirements of establishment of a new business unit?
- 5. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) How will you define entrepreneurial behavior?
  - (b) Do you think attending an EDP programme will have a positive impact on a person's entrepreneurial abilities? Discuss.

- 6. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) “Employment opportunities are developed because of entrepreneurship”.  
Explain the above statement with a suitable example?
  - (b) Discuss the role played by an entrepreneur in export promotion?
- 7. Attempt any *one* part of the following: **10 x 1 = 10****
- (a) Explain in detail about any one government organization which is involved in conducting EDP programmes?
  - (b) In what way an entrepreneur can contribute in import substitution?