

Time : 2½ hrs

Marks 75

**Note:** All questions are compulsory.  
Figures to right indicate full marks.

**Q.1 Attempt any two out of three (15)**

1. Explain the qualities of an entrepreneur
2. What is the theory of Mc Celland.
3. What are the problems faced by women entrepreneur?

**Q.2 Attempt any two out of three (15)**

1. What is the importance of social entrepreneur?
2. What is entrepreneurial development program and explain the factors influencing it.
3. Explain the concept of Business Process outsourcing.

**Q.3 Attempt any two out of three (15)**

1. What is the meaning of Idea generation and explain the sources of it
2. Define Project and explain various techniques of project identification.
3. Explain the advantages of environmental scanning.

**Q.4 Attempt any two out of three (15)**

1. What is the concept of Business Plan? Explain the steps in business plan
2. What is project appraisal? Explain economic and organizational aspects of it
3. What is feasibility? Explain technical and managerial feasibility study

**Q.5 Write Short notes (any three) (15)**

1. BPO
2. Franchising
3. NGO
4. Intrapreneur
5. SWOT analysis

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