

TIME :03 HRS

MAX MARKS:80

- N.B.**
1. Question No 1 is compulsory.
 2. Solve any three questions out of remaining five questions.
 3. Assume suitable data if necessary.
 4. Figures to right indicate marks.

Q. 1. Solve any **four** out of five. **(4*5=20)**

- a. List the different types of E-Commerce Models.
- b. Define the term “Entrepreneur” and list at least four roles of Entrepreneur.
- c. Explain the term Supply Chain Management.
- d. Explain the steps to be analyzed for planning a new venture.
- e. List the various techniques of motivation by Entrepreneurs for their Employees.

Q. 2. a) Enlist the different types of entrepreneurs with examples. **(10)**

b) Prepare a detailed step by step report on planning a new Venture.

Report should include choice of place of business and machinery, raw material and human resource procurement, production, marketing and sales. **(10)**

Q. 3. a) Describe the evolution, functions, and current trends of Customer Relationship Management. **(10)**

b) Explain the different types of Enterprises based on Ownership structure. **(10)**

Q. 4. a) Explain the different non-financial motivational techniques that can be used by Entrepreneurs to motivate their Employees. **(10)**

b) Briefly explain the different stages where Businesses can require need for financing. **(10)**

Q. 5. a) List the benefits of e-procurement and discuss the e-procurement chain. **(10)**

b) Explain briefly M-Commerce and E-Government type of business. **(10)**

Q. 6. a) Explain the term “Acquisition” and different ways of acquisition. **(10)**

b) Explain the features of a good business plan. **(10)**
