

- Note:** 1) All Questions are compulsory.  
2) Figures to the right indicate full marks.

**Q.1.** A) Match the following (any 8) (8)

A	B
1) David McClelland	a) Self employed
2) Marketing skill	b) Form of retailing
3) Feasibility study	c) women organization
4) SWOT Analysis	d) Legal environment
5) Franchising	e) Theory of Entrepreneurship
6) Take over	f) Motivational model
7) SHG's	g) Cost Analysis
8) Copyright & patents Law	h) Environmental Scanning
9) Peter Drucker	i) One company gets control over the other
10) NABARD	j) Banking linkage program.

**B) State True or False. (Any 7) (7)**

- 1) Innovation is the specific instrument of entrepreneurship.
- 2) Franchising is the extended version of licensing.
- 3) Brain storming is a group method of generating new ideas for entrepreneurs.
- 4) Entrepreneur generates revenue for the government.
- 5) Company is complex Form of organization.
- 6) Women entrepreneurs have more challenges in India.
- 7) Idea generation is the first method of project appraisal.
- 8) Violation of Law can lead to the growth of the business.
- 9) Anthropological Theory was first development by Fredrik.
- 10) A women entrepreneur must be pessimistic.

**Q.2.** A) Explain the qualities requires for an entrepreneur. (8)

B) Discuss the contribution of McClelland with regards to entrepreneurship. (7)

**OR**

C) Explain various function of entrepreneurship. (8)

D) Explain the innovation theory by Schumpeter. (7)

- Q.3.** A) Explain the different methods of idea generation for an entrepreneur. (8)  
B) Explain problems faced by entrepreneur in project formulation. (7)

**OR**

- C) What is project Appraisal? Explain the aspects and methods of project Appraisal. (8)  
D) Explain the components of ideal business plan. (7)

- Q.4.** A) Define NGO. What are the roles and responsibilities of NGO. (8)  
B) Explain merits & demerits of joint stock company. (7)

**OR**

- C) What is franchising? Explain different types of franchises. (8)  
D) What is Merger? Explain the benefits of Merger.

- Q.5.** A) Define SME. Explain the features of SME's. (8)  
B) Explain the role played by Self help Groups in encouraging women Entrepreneurs. (7)

**OR**

- Q.5.** Write short Notes (Any 3) (15)  
1) Ten commandments of entrepreneurs.  
2) NABARD  
3) Project Report  
4) Sole Proprietorship  
5) SWOT Analysis.