

Dr. Babasaheb Ambedkar Open University
Term End Examination January – 2023

Course	: BBA	Date	: 01-Feb-2023
Subject Code	: BBA - 602	Time	: 09:30am to 11:45am
Subject Name	: Entrepreneurship Development	Duration	: 02.15 Hours
		Max. Marks	: 70

Section A

Answer the following (Attempt any three)

(30)

1. Explain the Qualities of a True Entrepreneur
2. Discuss the Global Role of the Entrepreneur.
3. Explain the Elements of The Business Plan.
4. Explain the variables that are generally considered in Environmental Analysis.
5. Discuss the Concepts of Entrepreneurship Development.

Section B

Answer the following (Attempt any four)

(20)

1. What is the sociologist's view of entrepreneurial role?
2. Discuss the Values of Successful Entrepreneurs.
3. Explain the four categories of entrepreneurs.
4. Write a short note on Entrepreneurial Culture.
5. How does the Entrepreneur go about defining the Business Idea?
6. Discuss the Business Planning Process.

Section C

Part – A (Multiple Choice Questions)

(10)

- 1 In partners contribute only capital do not participate in the management of the business they are called _____.
A Active Partner
B Sleeping or Dormant partners
C Nominal Partners
D Minor Partners
- 2 The appendix includes _____.
A Reference Material
B Business Plan
C Introduction of Business
D Finance Plan
- 3 Organization and superintendence are major functions of an entrepreneur according to _____.
A Harvey Leibenstein
B J.S. Mill
C Marshall
D B.F Hoselitz
- 4 _____ Consider the entrepreneur as a role performer corresponding to the role expected by the society.
A Economists
B Sociologists
C Psychologists
D None of the above

- 5 The entrepreneur's best course of acting is to consult _____

A Chartered Accountant	B Sales Tax Consultant
C Excise Consultant	D All of the above
- 6 Business plan include _____

A Finance Plan	B Marketing Plan
C Operations plan	D All of the above
- 7 Who describe entrepreneur as a change-agent.

A Frank Young	B K.L. Sharma
C T.V. Rao	D Udai Pareek
- 8 The entrepreneur is a _____oriented person.

A Goal	B Control
C Organization	D None of the above
- 9 The characteristics of an ideal form of organization are _____.

A Limit to Liability	B Ease of Formation
C Ease of Raising Capital	D All of the above
- 10 Opportunity Analysis studies _____

A The Need	B Revenue Models
C Existing Competition	D All of the above

Part – B (Do as Directed)

(10)

State whether the following statements are true or false:

- 1 Entrepreneur is not constantly looking for new ideas.
- 2 Schumpeter's concept of entrepreneur was not superior.
- 3 The Marketing Plan contains the financial blueprint for the venture.
- 4 Entrepreneurship is seen differently by different entities.
- 5 The top level team set up for the running of the business.
- 6 Entrepreneur should know the technique of scientific management.
- 7 The real entrepreneurs do not takes feedback from others.
- 8 The entrepreneur must be aware of current technology.
- 9 Large competitors would pose a major threat to any fledgling business.
- 10 Young people have aspirations. They like entrepreneurship.
