

**Saraswat Vidyalaya's**  
**Sridora Caculo College of Commerce and Management Studies**  
**Khorlim, Mapusa – Goa**

**B.Com. Third Semester Examination – January 2021 (CBCS)**

**Duration: 2 hours                      Entrepreneurship Development - I                      Maximum Marks: 40**

- Instructions: 1. All questions are **compulsory**, however **internal choice** is available.*  
*2. Answer sub questions in **Question No. 1** in not more than **100** words.*  
*3. Answer **Question No. 2** in not more than **400** words.*  
*4. Figures to the right indicate **maximum marks** allotted to **question/sub-question**.*  
*5. Start **each main question** on **fresh page**.*

Q.1) Answer **ANY FIVE** of the following:- **(5x2=10)**

- i) Sociological Theory of Entrepreneurship.
- ii) Concept of Entrepreneurship.
- iii) Self Help Groups.
- iv) Need of Market Research.
- v) Role of incubation centres.
- vi) Sources involved in Identification of Business Opportunities.
- vii) Project report.
- viii) Agropreneur.

Q.2) Answer **ANY SIX** of the following:- **(5x6=30)**

- a. Explain the functions of an entrepreneur.
- b. Distinguish between an entrepreneur and an intrapreneur.
- c. Explain SWOT analysis as a technique of identification and analysis of a business opportunity by an entrepreneur.
- d. Explain the Contents of a project report.
- e. Explain the steps involved in project formulation.
- f. What is purposeful innovation? Describe the factors of purposeful innovation.
- g. State the various qualities of an entrepreneur.
- h. Explain the techniques of Market Research.

-----**THE END**-----