

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

S.Y.B.Com. Third Semester End Examination – January 2022 (CBCS)

Duration: 2 hours Entrepreneurship Development - I Maximum Marks: 80

- Instructions: 1. All questions are **compulsory**, however **internal choice** is available.*
*2. Answer sub questions in **Question No. 1 and 2** in not more than **100** words.*
*3. Answer **Question No. 3 to Question No. 6** 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.I) Write short notes on **ANY FOUR** of the following:- (4x4=16)

- | | |
|---|-------------------------------|
| a) Sociological Theory of Entrepreneurship. | d) Self Help Groups. |
| b) Concept of an Entrepreneur. | e) Need of Market Research. |
| c) Significance of a Project Report. | f) Sources of Business Ideas. |

Q.II) Write short notes on **ANY FOUR** of the following:- (4x4=16)

- | | |
|--|------------------------------|
| a) Innovation and risk taking functions of entrepreneur. | d) Edupreneur. |
| b) Distinguish between intrapreneurs and entrepreneurs. | e) Incubation Center in Goa. |
| c) Role of incubation centres. | f) Delphi technique. |

Q.III a) State and explain the various qualities of an entrepreneur. (12)

OR

Q.III b) Explain the skills required in entrepreneurship. (12)

Q.IV a) Explain the various types of entrepreneurs. (12)

OR

Q.IV b) Explain the following techniques of market research:

- | | |
|----------------------------|------|
| i. Field survey technique. | |
| ii. Desk research | |
| iii. Observation method. | (12) |

Q.V a) Explain SWOT analysis as a technique of identification and analysis of a business opportunity by an entrepreneur. (12)

OR

Q.V b) Explain the various factors influencing environment scanning. (12)

Q.VI a) What is project formulation? Explain the steps involved in project formulation. (12)

OR

Q.VI b) Explain the sources of innovation in entrepreneurship. (12)

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