

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

S.Y.B.Com. Third Semester End Examination – November 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.1) Write short notes on **ANY FOUR** of the following:- (4x4=16)

- | | |
|---|-------------------------------|
| a) Sociological Theory of Entrepreneurship. | d) Environment Scanning. |
| b) Concept of an Entrepreneurship. | e) Need of Market Research. |
| c) Importance of a Project Report. | f) Sources of Business Ideas. |

Q.2) Write short notes on **ANY FOUR** of the following:- (4x4=16)

- | | |
|--|-----------------------|
| a) Decisiveness and Leadership qualities of an entrepreneur. | d) Ecopreneur. |
| b) Distinguish between intrapreneurs and entrepreneurs. | e) Project appraisal. |
| c) Role of incubation centres. | f) Desk Research. |

Q.3A) State and explain the various skills of an entrepreneur. (12)

OR

Q.3B) Explain the functions performed by an entrepreneurship. (12)

Q.4A) Explain the various types of entrepreneurs. (12)

OR

Q.4B) Explain the following techniques of market research:

- i. Field survey technique.
- ii. Delphi Technique.
- iii. Observation method. (12)

Q.5A) Explain the Sources involved in Identification of Business Opportunities. (12)

OR

Q.5B) Explain the various factors influencing environment scanning. (12)

Q.6A) What is a Project Report? Explain the contents of Project Report. (12)

OR

Q.6B) What is purposeful innovation? Describe the principles of purposeful innovation. (12)

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