

**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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