



**B.TECH DEGREE EXAMINATIONS: APRIL 2015**

(Regulation 2009)

Eighth Semester

**GSS105:ENTREPRENEURSHIP DEVELOPMENT**

(Common to BIO & FT)

**Time: Three Hours**

**Maximum Marks: 100**

**Answer all the Questions:-**

**PART A (10 x 1 = 10 Marks)**

1. Entrepreneurs who are very cautious and skeptical for making any change are called as
  - a) Fabian entrepreneur
  - b) Drone entrepreneur
  - c) Innovating entrepreneur
  - d) Challenger
2. The first person to use the term Entrepreneur was
  - a) Thomas Lindsay
  - b) Richard Cartillor
  - c) Michael Porter
  - d) FW. Taylor
3. Breaking barriers of limited aspiration by inducing achievement motivation is the objective of
  - a) Glasgow experiment
  - b) Moscow experiment
  - c) Kakinada experiment
  - d) Edinburg experiment
4. Eustress is \_\_\_\_\_ outcome of stress
  - a) Negative
  - b) Positive
  - c) Neutral
  - d) None of the above
5. SSI stands for
  - a) Soft skill industry
  - b) Small scale intrepeneur
  - c) Small scale institution
  - d) Small scale industry
6. SIDA stands for \_\_\_\_\_ Development Agency.
  - a) Small Industrial
  - b) State informational
  - c) State Industrial
  - d) Software industry
7. IDBI stands for
  - a) Industrial Debit Balance investigator
  - b) Industrial Development Bank of India
  - c) Indian Development Bank for Industries
  - d) International Development Board for Industries

8. A Case of current liabilities in working capital include
  - a) Taxation
  - b) Closing stock
  - c) Bills recievable
  - d) Cash in bank
9. New small enterprise policy was introduced in
  - a) 1979
  - b) 1989
  - c) 1969
  - d) 1991
10. An arrangement whereby the manufacturer service gives exclusive rights of local distribution to independent retailers in return for their payment of royalties and conformance to standardized operating procedures is called as
  - a) Vendoring
  - b) Distributing
  - c) Franchising
  - d) Rack jobbing

**PART B (10 x 2 = 20 Marks)**

11. Contrast an intrepeneur and and entrepreneur.
12. List any five barriers for entrepreneurship.
13. Infer the nature of motivation.
14. What are thematic appreciation tests?
15. List major contents of a project report.
16. Spell Role of state development corporations in the site selection of a project.
17. Infer cases of long term loans for industries.
18. Define debentures.
19. What is a patent?
20. State the TRIPS agreement.

**PART C (5 x 14 = 70 Marks)**

21. a) (i) Compare the role of a manager with that of an entrepreneur. (7)
- (ii) Extend the role of entrepreneurship in economic growth. (7)

**(OR)**

- b) Recall the major factors affecting entrepreneurial growth.

22. a) Model the various factors affecting motivation.

**(OR)**

- b) The essential ingredient of Entrepreneurship is a social value called 'Achievement Motivation' – Interpret critically.

23. a) Summarize the steps involved in project identification and selection.  
(OR)  
b) Outline the steps involved in project evaluation from technical and financial perspective.
24. a) Demonstrate the various sources of finance for entrepreneurs.  
(OR)  
b) Outline the government incentives for entrepreneurial development.
25. a) Organize the evolution of IPR in India.  
(OR)  
b) Define a property. Classify the various kinds of properties in practice in India.

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