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Reg. No. : .....

Code No. : 12103 E Sub. Code : CSCO 41/  
CSHO 41

B.Com. (CBCS) DEGREE EXAMINATION,  
NOVEMBER 2023.

Fourth Semester

Commerce/Honours

Skill Based Subject — ENTREPRENEURSHIP  
DEVELOPMENT

(For those who joined in July 2021–2022)

Time : Three hours Maximum : 75 marks

PART A — (10 × 1 = 10 marks)

Answer ALL questions.

Choose the correct answer :

1. \_\_\_\_\_ refers to inside entrepreneur.
- (a) Entrepreneur (b) Intrapreneur  
(c) Manger (d) Owner

2. The term entrepreneur is derived from the \_\_\_\_\_ word.
- (a) Latin (b) French  
(c) Greek (d) Sanskrit
3. The first step in the process of analyzing an opportunity is
- (a) Identify potential opportunities  
(b) Define the purpose  
(c) Gather data  
(d) Analyse the result
4. An opportunity may have many \_\_\_\_\_
- (a) Ideas (b) Chances  
(c) Possibilities (d) None of these
5. \_\_\_\_\_ is the first phase of a project life cycle.
- (a) Pre investment (b) Construction  
(c) Normalisation (d) None of these
6. The companies which are born to be sold to larger companies are known as \_\_\_\_\_ start-ups.
- (a) Scaleable (b) Social  
(c) Buyable (d) Life style

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7. IFCI provides \_\_\_\_\_ credit to industrial concerns in India.

- (a) Short (b) Medium  
(c) Medium and Long (d) Long

8. EXIM bank is wholly owned by \_\_\_\_\_

- (a) Government of India  
(b) RBI  
(c) SEBI  
(d) IFCI

9. \_\_\_\_\_ is the point at which there is no profit or no loss.

- (a) Sales (b) Contribution  
(c) Monopoly (d) Break even point

10. \_\_\_\_\_ is the activity of buying and selling of goods and services through online.

- (a) E-commerce (b) Internet  
(c) Email (d) All of these

PART B — (5 × 5 = 25 marks)

Answer ALL questions, choosing either (a) or (b).  
Each answer should not exceed 250 words.

11. (a) What are the problems of rural entrepreneurship?

Or

- (b) State the objectives of entrepreneurship Development programme.

12. (a) Discuss the methods to evaluate an opportunity.

Or

- (b) Narrate the importance of business model.

13. (a) Explain the types of start ups.

Or

- (b) What is boot strapping? Explain.

14. (a) State the disadvantages of leasing.

Or

- (b) What do you mean by hire purchase system?

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15. (a) What is innovation?

Or

(b) Explain break even point.

PART C — (5 × 8 = 40 marks)

Answer ALL questions, choosing either (a) or (b)  
Each answer should not exceed 600 words.

16. (a) Explain the features of an entrepreneur.

Or

(b) What are the factors affecting the growth of entrepreneurship?

17. (a) Discuss the various ideation techniques.

Or

(b) Explain in detail the types of business models.

18. (a) Explain the advantages of small scale industries.

Or

(b) Discuss the steps involved in project identification.

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19. (a) Explain the various tax benefits available to small scale industries.

Or

(b) What do you mean by DIC? Briefly discuss its functions.

20. (a) What are the various types of intellectual property?

Or

(b) What are the consequences of industrial sickness?

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