

Vidya Vikas Mandal's
Shree Damodar College of Commerce & Economics, Margao-Goa
Post-Graduate Department of Commerce (M. Com)
M.Com Part-I, Semester-I, Semester End Examination, January 2023
(Accounting and Finance)
COTC-403: Entrepreneurship and Venture Capital Financing (OA - 35)

Duration: 2 Hours**Max Marks: 40****Instructions:**

1. This paper consists of *SEVEN* questions carrying *Equal marks*.
2. Question No.1 consists of *1 Compulsory* question of *10 marks each*.
3. Answer *any THREE* questions from question 2,3,4,5,6 and 7.
4. *Each* question carries *10 marks*. Figures to the *right* indicate marks.

Q.1. Create a brief business plan for any kind of business idea. (10marks)

Q.2.A. T Ltd company with an average product and technology (100% of norm), a strong team (125% of norm) and a large market opportunity (150% of norm). The company can get to positive cash flow with a single angel round of investment (100% of norm). Looking at the strength of the competition in the market, the target is weaker (75% of norm) but early customer feedback on the product is excellent (Other = 100%). The company needs some additional work on building sales channels and partnerships (80% of norm).considering the following factors:

Strength of the Management Team	30%
Size of the Opportunity	25%
Product/Technology	15%
Competitive Environment	10%
Marketing/Sales Channels/Partnerships	10%
Need for Additional Investment	5%
Other	5%

T Ltd has a average pre-money valuation of ₹ 1.5 crores.

Calculate the value of the target company using scorecard valuation method. (5marks)

Q.2.B. Magic masala is a young start-up company and founders estimate that will be able to sell the company for 8 crores in six years. At this time they need to be able to raise 1 crores. ESAF ventures consider this business risky and want to apply a discount rate of 30% percent. The founders of Magic masala owns 20,00,000 shares. Calculate how much share to be allocated to ESAF ventures and per share value. (5marks)

Q.3.A. Explain the Significant of IAAS. (5marks)

B. Explain the Significant of SAAS. (5marks)

Q.4. Explain in detail various stages in venture capital financing. (10 marks)

Q.5.A. Explain the various exist strategies used by venture capitalist. (5marks)

B. Explain the significant of start-up in the economy. (5marks)

Q.6.A. Describe the Role played by venture capitalist. (5marks)

B. What makes India different for entrepreneurship. (5marks)

Q.7.A. Explain in brief Imitation, Innovation, Invention and state its role in socio-economic transformation. (5marks)

B. Explain the recent development taken place to promote Entrepreneurship. (5marks)

*****Best Wishes*****