



**B.Com. (Semester – V) Examination, October/November 2017**  
**ENTREPRENEURSHIP DEVELOPMENT – I (New Course)**

Duration : 2 Hours

Max. Marks : 80

- Instructions :** 1) *All questions are **compulsory**, however internal choice is available.*
- 2) *Answer sub-questions in Questions No. 1 and Question No. 2 in **not** more than **100** words **each**.*
- 3) *Answer Question No. 3 to Question No. 6, **each** in **not** more than **400** words.*
- 4) *Figures to the **right** indicate maximum marks allotted to the questions/sub-questions.*
- 5) *Paper carries maximum of **80** marks.*

1. Answer **any four** of the following : **16**
- a) Any four traits of an entrepreneur.
  - b) Meaning of Sociopreneur.
  - c) Need for market research.
  - d) Features of Imitative Entrepreneurs.
  - e) Benefits of SWOT analysis.
  - f) Any four functions of an entrepreneur.
2. Answer **any four** of the following : **16**
- a) Importance of a Project report.
  - b) Cost-benefit analysis method of Project Appraisal.
  - c) Change in democracy as a factor of Purposeful Innovation.
  - d) Sources of project idea.
  - e) Role of any one incubation centre in Goa.
  - f) Role of Self-help groups.



3. a) "An entrepreneur requires typical skills to be successful in business".  
Explain . **12**

OR

- b) Explain the role of entrepreneurship in economic development. **12**

4. a) Explain in brief any three theories of entrepreneurship. **12**

OR

- b) Explain in brief the factors analysed during environment scanning. **12**

5. a) Explain any four techniques of market research. **12**

OR

- b) Explain in brief the elements of project formulation. **12**

6. a) Explain in brief the factors to be considered while selecting a project. **12**

OR

- b) State and explain the principles of innovation as suggested by Peter Drucker. **12**
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