



SRN – 10

M.Com. (Semester – IV) (Bus. Mang.) Examination, April 2017
COO4B1 : ENTREPRENEURSHIP DEVELOPMENT (OA-18)

Duration : 3 Hours

Total Marks : 60

Instructions : 1) This paper consist of **nine (9)** questions carrying **equal** marks.

2) Question No. 1 consists of **5 compulsory** questions of **2 marks each**.

3) Answer **any five (5)** questions from 2, 3, 4, 5, 6, 7, 8 and 9.

1. Answer the following questions in brief : (5×2=10)
 - i) What are the objectives of entrepreneurship development training ?
 - ii) State the scope and value of business plan.
 - iii) List out the various types of long term finance available to an entrepreneur.
 - iv) Explain in brief relationship between entrepreneur and venture capital.
 - v) What do you understand by Management Buyout ?
2. a) "The entrepreneur acts as a trigger head to give spark to economic activities by his entrepreneurial decisions". In light of this statement elaborate on the role of entrepreneurship in economic development of the country. 6
b) Explain any four methods of training for entrepreneurship development. 4
3. While starting the business an entrepreneur has to take into consideration various legal issues. Discuss in brief these legal issues with suitable examples. 10
4. "Provision of appropriate and inexpensive consultancy services to small and new entrepreneurs has always been a pre-requisite for achieving wide geographical dispersal of small and medium enterprise". In view of the same as a consultancy firm provides various types of activities you will undertake for the development of new venture. 10
5. a) Elaborate the changing trends of venture capital on the global scenario. 5
b) Explain in brief the economic impact of venture capital. 5

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6. During the growth stage of a venture the entrepreneur will need to consider some important management skills that often contribute to venture success. Considering this statement discuss the various skills that the entrepreneur should possess. 10
7. a) Elaborate the various phases of entrepreneurship development. 5
b) Explain in brief the process of preparing successful business plan. 5
8. a) Discuss the role of SFC's (State Financial Corporations) in providing financial assistance to small scale industries. 5
b) State and explain the Exit routes available to an venture capitalist. 5
9. Under what circumstances would an entrepreneur choose not to grow his or her venture ? Explain it with suitable examples. 10