

**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