

DATE: 07-03-22

Registration number:

**ST. JOSEPH’S COLLEGE (AUTONOMOUS), BANGALORE-27**

**B.COM- V SEMESTER**

**END SEMESTER EXAMINATION: OCTOBER 2021**

**(Examination Conducted in January-March 2022)**

**BC/BPS 5418 - Entrepreneurial Development**

**This paper has two printed pages and four parts**

**Time- 2 ½ hrs Max Marks-70**

**Section A**

**I. Answer any FIVE of the following questions. Each question carries two marks. (5x2 marks = 10)**

1. Define Entrepreneurship.

2. Mention any four challenges faced by women entrepreneurs.

3. What are cottage industries? Give any two examples of products.

4. Give the meaning of business opportunity.

5. What is a business plan.

6. Who are angel investors?

**Section B**

**II. Answer any THREE of the following questions. Each question carries five marks. (3x5marks = 15**)

7. Briefly explain the role of entrepreneurs towards economic development.

8. Explain the types of opportunity analysis.

9. Highlight the common pitfalls of a business plan.

10. Write short notes on AWAKE

**Section C**

**III. Answer any TWO questions. Each question carries fifteen marks. (2x15 marks =30)**

11. a) Explain the process of starting a SSI. (10m)

b) Explain the role of venture capitalists in entrepreneurship (5m)

12. Write short notes on:

a) Crowdfunding(5m)

b) PMMY(5m)

c)SIDBI(5m)

13. a) Highlight the various institutions promoting and offering financial & technical support to entrepreneurship. (10M)

b) Explain the types of entrepreneurs given by Danhof. (5m)

**Section D**

**IV. Answer the following compulsory question. The question carries fifteen marks. (1x15 marks=15)**

14. A good business plan not only helps entrepreneurs focus on the specific steps necessary for them to make business ideas succeed, but it also helps them to achieve short-term and long-term objectives. Benjamin Franklin once said, "If you fail to plan, you are planning to fail."   
  
While a business plan is essential to entrepreneurship, not every entrepreneur sees the need for one. Many are reluctant to have their plan written down and there are numerous articles online claiming that the business plan is dead or irrelevant. Of course, not everyone agrees with that. A large number of business funding experts support the idea that having a good business plan is not enough. Even excellent business ideas can be useless if you cannot formulate, execute and implement a strategic plan to make your business idea work. If you are looking to raise funds from institutional investors and lenders, keep in mind that having a good business plan is extremely valuable. You should aim to have a well-documented plan that speaks for itself. It needs to be clear and easy to read and understand.

1. “If you are looking to raise funds from Institutional investors and lenders, keep in mind that having a good business plan is extremely valuable.” Why do you think the author highlights this in the above passage? Discuss. (5m)
2. Explain the various aspects of a business plan. (10m)