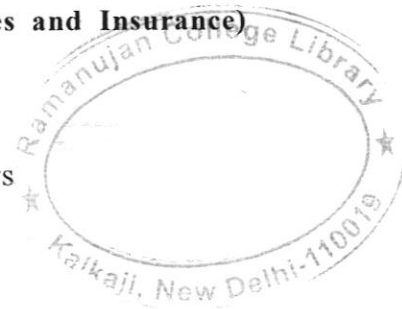


[This question paper contains 2 printed pages.]

Your Roll No.....

**Sr. No. of Question Paper** : **6887**  
**Unique Paper Code** : **61018616**  
**Name of the Paper** : **ENTREPRENEURSHIP**  
**Name of the Course** : **B.Voc. (Web Designing) / B.Voc. (Software Development) / B.Voc. (Banking Financial Services and Insurance)**  
**Semester** : **VI**  
**Duration** : **3 Hours**  
**Maximum Marks** : **75**



**Instructions for Candidates**

1. Write your Roll No. on the top immediately on receipt of this question paper.
2. The paper has **two Sections**.
3. **All questions in 'Section A' are compulsory.**
4. Attempt **any five** questions from '**Section B**'.
5. Parts of a question must be answered together.

**SECTION A**

- 1 (i) Define the following terms: 3+3+3  
a) Trademark  
b) Social Entrepreneur  
c) Angel Investor
- (ii) Discuss four major differences between Fabian and Drone Entrepreneur with examples 4
- (iii) What is Creativity? How is it different from Innovation? 1+3

P.T.O.

- (iv) Who is an entrepreneur? What are unique characteristics and capabilities of an entrepreneur? Discuss in brief. 1+3
- (v) Differentiate between Entrepreneur and Entrepreneurship. 4

**SECTION B**

- 2 (a) "To start a business, it is IDEA that is needed not money." Discuss the statement in the light that how to identify opportunities for starting business. Give an illustrative list of few business ideas. 5
- (b) Explain the role of an entrepreneur in bringing about economic growth and Balanced Regional Development of the Country. 5
- 3 (a) Briefly discuss the Psycho-theories of Entrepreneurship Development. 5
- (b) Discuss five institutions helping in the promotion of EDP in India. 5
- 4 (a) Differentiate between an entrepreneur, a manager, an intrapreneur and a corporate entrepreneur with respect to their roles and responsibilities (Give suitable examples in each case). 6
- (b) State two major difference between Patent and Copyright. Give example of each. 4
- 5 (a) What are the sources of funds for a start up in India? Discuss these sources mentioning their relative merits and demerits. 6
- (b) What are the different ways to conduct Environmental Analysis. Elaborate. 4
- 6 What are EDPs? What is their relevance in promoting Entrepreneurial Behavior? What are the activities as part of EDP conduction? 2+2+6
- 7 What is a Business Plan? State four significance of creating a business plan. Imagine you are planning to start a new venture. Prepare a brief outline for your business including all the elements of an effective business plan. 2+2+6
- 8 Enumerate different ways to conduct Environmental Analysis for ensuring success of Entrepreneurship. 10