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Total Number of Pages : 01

B.Tech  
HSSM3401

**7<sup>th</sup> Semester Back Examination 2019-20**  
**ENTREPRENEURSHIP DEVELOPMENT**  
**BRANCH : AEIE, AUTO, CHEM, CIVIL, CSE, ECE,**  
**EEE, EIE, ELECTRICAL, ETC, IEE, IT, ITE, MANUFAC,**  
**MANUTECH, MECH, METTA, MINING, MME, PE, PLASTIC**  
**Time : 3 Hours**  
**Max Marks : 70**  
**Q.CODE : HB011**

**Answer Question No.1 which is compulsory and any FIVE from the rest.**  
**The figures in the right hand margin indicate marks.**

- Q1 Answer the following questions : (2 x 10)**
- a) Write four of the attributes of an entrepreneur.
  - b) Why is entrepreneurship development significant for a country like India?
  - c) Write some of the factors instrumental for entrepreneurship development.
  - d) How do perspective customers help in generation of business ideas?
  - e) Write briefly a note on Make in India.
  - f) How are business opportunities identified?
  - g) Write 4 of the laws related to management of labour.
  - h) How does knowledge on marketing help entrepreneurs?
  - i) How does SME help economy?
  - j) Expand NABARD and SIDBI.
- Q2 a) Explain the steps involved in the process of business opportunity analysis. (5)**  
**b) Explain in detail the functions of an entrepreneur. (5)**
- Q3 a) Explain various techniques of idea generation. (5)**  
**b) Explain step by step approach to entrepreneurial start up. (5)**
- Q4 a) Develop a business plan of your choice. (5)**  
**b) Distinguish between intrapreneur and entrepreneur. (5)**
- Q5 a) Explain various promotional measures undertaken by central and state governments for development of SMEs in India. (5)**  
**b) Explain causes and symptoms of sickness of a business enterprise. (5)**
- Q6 Describe Environmental pollution and allied regulatory and non- regulatory clearance for new venture promotion in SME sector. (10)**
- Q7 Describe with examples the Govt. policies on revival of sickness and remedial measures. (10)**
- Q8 Write short answer on any TWO : (5 x 2)**
- a) Describe formalities for setting up small enterprising in manufacturing.
  - b) Discuss a labour law you have studied in this course.
  - c) Describe the environmental challenges influencing entrepreneurship development.