

# Entrepreneurship Development

## Expected long questions:-

### Module - 1

- Q.1. Define Entrepreneurship? How it is different from Entrepreneur?
2. Briefly discuss the role and characteristics of an entrepreneur in small scale industries.
3. Discuss the role played by money and mind in organising an enterprise.
4. Describe the major reasons for the success and failure of an enterprise.
5. Elaborate the role of an entrepreneur in socio-economic development.
6. Describe the Entrepreneurial Development Process (EDP).
7. How to start a small business? What are the environmental dynamics and change for an enterprise?
8. What are the pre-decision preparations to enter a business? What are the common traits in a successful entrepreneur?

### Module - 2

- Q.1. Describe the steps involved in the identification and selection of the new business opportunities?
2. What are the opportunities available in manufacturing sectors? How can you identify them?
3. Discuss in brief the formalities and modalities required in starting small business enterprise in various sectors.
4. What is environmental pollution? Discuss the regulatory and non-regulatory clearances for a new venture promotion in SME sector.
5. What is business plan? What are the components of business plan?
6. How do you determine the bankability of a project? What are the different appraisals considered to determine the bankability of a project?



### Module - 3

Q.1 (10). Write full form of DIC, IDBI, NSIC, OSIC, TCO.

(Short Question)

Q1. Describe briefly the state level and national level organisations for development of SMEs?

Q2. Describe roles and decisions to be taken by financial manager of an enterprise.

3. What is final accounts? Describe the components of final accounts.

4. What is the importance of marketing management for a small enterprise? Describe the marketing challenges faced by small scale industries.

5. What is marketing mix? Describe the types of pricing and promotion strategies.

6. What are the objectives and importance of HRM (Human Resource Management)? Discuss the problems of HRM in small scale industries?

7. Briefly describe the payment of wages act, 1936.

8. What is industrial sickness? ~~what are~~  
Describe the reasons and revives of industrial sickness.