

JEPPIAAR ENGINEERING COLLEGE

Jeppiaar Nagar, Rajiv Gandhi Salai – 600 119

DEPARTMENT OF MECHANICAL ENGINEERING

QUESTION BANK



VIII SEMESTER

MG6071 – Entrepreneurship Development

Regulation – 2013(Batch: 2014 -2018)

Academic Year 2017 – 18

Prepared by

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JEPPIAAR ENGINEERING COLLEGE

Vision of Institution

To build Jeppiaar Engineering College as an institution of academic excellence in technological and management education to become a world class university.

Mission of Institution

- To excel in teaching and learning, research and innovation by promoting the principles of scientific analysis and creative thinking.
- To participate in the production, development and dissemination of knowledge and interact with national and international communities.
- To equip students with values, ethics and life skills needed to enrich their lives and enable them to meaningfully contribute to the progress of society.
- To prepare students for higher studies and lifelong learning, enrich them with the practical and entrepreneurial skills necessary to excel as future professionals and contribute to Nation's economy.

PO1	Engineering knowledge: Apply the knowledge of mathematics, science, engineering fundamentals, and an engineering specialization to the solution of complex engineering problems.
PO2	Problem analysis: Identify, formulate, review research literature, and analyze complex engineering problems reaching substantiated conclusions using first principles of mathematics, natural sciences, and engineering sciences.
PO3	Design/development of solutions: Design solutions for complex engineering problems and design system components or processes that meet the specified needs with appropriate consideration for the public health and safety, and the cultural, societal, and environmental considerations
PO4	Conduct investigations of complex problems: Use research-based knowledge and research methods including design of experiments, analysis and interpretation of data, and synthesis of the information to provide valid conclusions.
PO5	Modern tool usage: Create, select, and apply appropriate techniques, resources, and modern engineering and IT tools including prediction and modeling to complex engineering activities with an understanding of the limitations.
PO6	The engineer and society: Apply reasoning informed by the contextual knowledge to assess societal, health, safety, legal and cultural issues and the consequent responsibilities relevant to the professional engineering practice.
PO7	Environment and sustainability: Understand the impact of the professional engineering solutions in societal and environmental contexts, and demonstrate the knowledge of, and need for sustainable development.
PO8	Ethics: Apply ethical principles and commit to professional ethics and responsibilities and norms of the engineering practice.
PO9	Individual and team work: Function effectively as an individual, and as a member or leader in diverse teams, and in multidisciplinary settings.
PO10	Communication: Communicate effectively on complex engineering activities with the engineering community and with society at large, such as, being able to comprehend and write effective reports and design documentation, make effective presentations, and give and receive clear instructions.
PO11	Project management and finance: Demonstrate knowledge and understanding of the engineering and management principles and apply these to one's own work, as a member and leader in a team, to manage projects and in multidisciplinary environments.
PO12	Life-long learning: Recognize the need for, and have the preparation and ability to engage in independent and life-long learning in the broadest context of technological change.

JEPPIAAR ENGINEERING COLLEGE

DEPARTMENT OF MECHANICAL ENGINEERING

Vision of the Department

To create excellent professionals in the field of Mechanical Engineering and to uplift the quality of technical education on par with the International Standards.

Department Mission

1. To **reinforce** the fundamentals of Science and Mathematics to **Mechanical Engineering and critically and relatively investigate complex mechanical systems and processes.**
2. To engage in the **production, expansion and practice** of **advanced engineering applications** through knowledge sharing activities by interacting with global communities and industries.
3. To **equip** students with **engineering ethics, professional roles, corporate social responsibility** and life skills and **apply** them for the betterment of society.
4. To **promote** higher studies and lifelong learning and entrepreneurial skills and **develop** excellent professionals for empowering nation's economy.

PEO's

1. To **enrich** the technical knowledge of **design, manufacturing and management of mechanical systems** and **develop creative and analytical thinking** in research.
2. To **relate, strengthen and develop** the **theoretical knowledge of the Mechanical Engineering** by exhibiting various concepts applied through diverse industrial exposures and experts' guidance.
3. **Facilitate** the students to communicate effectively on complex social, professional and engineering activities with strict adherence to ethical principles.
4. **Create awareness for independent and life long learning and develop the ability to keep abreast of modern trends and adopt them for personal technological growth of the nation.**

PSO's

1. To understand the basic concept of various mechanical engineering field such as design, manufacturing, thermal and industrial engineering.
2. To apply the knowledge in advanced mechanical system and processes by using design and analysis techniques.
3. To develop student's professional skills to meet the industry requirements and entrepreneurial skills for improving nation's economy stronger.

COURSE OUTCOME

C411.1	Explain the Importance of entrepreneurship in economic growth.
C411.2	Analyze opportunities and set up a business.
C411.3	Apply various skills to lead a business.
C411.4	Outline various capital structures and taxation in India
C411.5	Analyze causes of sickness in a business and recommend corrective measures.

OBJECTIVES:

- To develop and strengthen entrepreneurial quality and motivation in students and to impart basic entrepreneurial skills and understanding to run a business efficiently and effectively.

UNIT I ENTREPRENEURSHIP**9**

Entrepreneur – Types of Entrepreneurs – Difference between Entrepreneur and Intrapreneur
Entrepreneurship in Economic Growth, Factors affecting entrepreneurial Growth.

UNIT II MOTIVATION**9**

Major Motives Influencing an Entrepreneur – Achievement Motivation Training, Self Rating, Business Games, Thematic Apperception Test – Stress Management, Entrepreneurship Development Programs – Need, Objectives.

UNIT III BUSINESS**9**

Small Enterprises – Definition, Classification – Characteristics, Ownership Structures – Project Formulation – Steps involved in setting up a Business – identifying, selecting a Good Business opportunity, Market Survey and Research, Techno Economic Feasibility Assessment – Preparation of Preliminary Project Reports – Project Appraisal – Sources of Information – Classification of Needs and Agencies.

UNIT IV FINANCING AND ACCOUNTING**9**

Need – Sources of Finance, Term Loans, Capital Structure, Financial Institution, Management of working Capital, Costing, Break Even Analysis, Taxation – Income Tax, Excise Duty – Sales Tax.

UNIT V SUPPORT TO ENTREPRENEURS**9**

Sickness in small Business – Concept, Magnitude, Causes and Consequences, Corrective Measures - Business Incubators – Government Policy for Small Scale Enterprises – Growth Strategies in small industry – Expansion, Diversification, Joint Venture, Merger and Sub Contracting.

TOTAL : 45 PERIODS**OUTCOMES:**

- Upon completion of the course, students will be able to gain knowledge and skills needed to run a business successfully.

TEXT BOOKS:

1. Khanka. S.S., "Entrepreneurial Development" S.Chand & Co. Ltd., Ram Nagar, New Delhi, 2013.

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2. Donald F Kuratko, "Entrepreneurship – Theory, Process and Practice", 9th Edition, Cengage Learning, 2014.

REFERENCES:

1. Hisrich R D, Peters M P, "Entrepreneurship" 8th Edition, Tata McGraw-Hill, 2013.

2. Mathew J Manimala, "Entrepreneurship theory at cross roads: paradigms and praxis" 2nd Edition Dream tech, 2005.

3. Rajeev Roy, "Entrepreneurship" 2nd Edition, Oxford University Press, 2011.

4. EDII "Faulty and External Experts – A Hand Book for New Entrepreneurs Publishers: Entrepreneurship Development", Institute of India, Ahmadabad, 1986.



JEPPIAAR ENGINEERING COLLEGE

Jeppiaar Nagar, Rajiv Gandhi Salai – 600 119

DEPARTMENT OF ELECTRONICS AND COMMUNICATION ENGINEERING

QUESTION BANK

SUBJECT : MG6071 – Entrepreneurship Development

YEAR /SEM: IV /VIII

UNIT I		ENTREPRENEURSHIP		
Entrepreneur – Types of Entrepreneurs – Difference between Entrepreneur and Intrapreneur – Entrepreneurship in Economic Growth, Factors Affecting Entrepreneurial Growth				
PART – A				
CO Mapping : C411.1				
Q.No	Questions	BT Level	Competence	PO
1	What is Entrepreneurship	BTL-1	Remembering	PO6, PO9
2	What is Intrapreneurship	BTL-1	Remembering	PO8,PO9
3	Define Enterprise	BTL-1	Remembering	PO9,PO12
4	What is an Intrapreneur	BTL-1	Remembering	PO7,PO10,PO6
5	Definition of entrepreneur	BTL-1	Remembering	PO9,PO7
6	What is Innovator	BTL-2	Understanding	PO11,PO9
7	Define Innovation occurs through	BTL-2	Understanding	PO6
8	What is the difference b/w Inventor vs Innovator	BTL-1	Remembering	PO10,PO8,PO6
9	Define Motivation	BTL-1	Remembering	PO7,PO10
10	What is Achievement motivation	BTL-1	Remembering	PO6,PO11
11	Define Theories of entrepreneur	BTL-1	Remembering	PO10,PO7
12	What are the Elements of an entrepreneur	BTL-2	Understanding	PO9,PO8
13	Define the Characteristics of a successful entrepreneur	BTL-2	Understanding	PO11,PO12,PO8
14	What are the Qualities needed of a successful entrepreneurs	BTL-2	Understanding	PO6,PO8
15	Define the Skills required for an entrepreneur	BTL-2	Understanding	PO10,PO6,PO8
16	What are the Types of Entrepreneur	BTL-2	Understanding	PO7,PO12,PO9
17	Define Innovating Entrepreneurs	BTL-2	Understanding	PO12,PO6
18	Define Adaptive or Imitative Entrepreneurs	BTL-2	Understanding	PO11,PO9
19	Define Fabian Entrepreneurs	BTL-2	Understanding	PO12

20	Define Drone Entrepreneurs	BTL-2	Understanding	PO7,PO8
21	What are the Characteristics of an Entrepreneur?	BTL-2	Understanding	PO10,PO12,PO7
22	What is the gap filling function?	BTL-1	Remembering	PO6,PO9
23	What is the difference b/w Entrepreneur Vs Entrepreneurship	BTL-2	Understanding	PO8,PO10
24	What is the difference b/w Entrepreneur Vs Enterprise	BTL-2	Understanding	PO12,PO10,PO9
25	What is the difference b/w Entrepreneur vs Manager	BTL-2	Understanding	PO9,p07
26	What is the difference b/w Entrepreneur vs Intrapreneur	BTL-2	Understanding	PO6
27	Factors influencing entrepreneurship	BTL-2	Understanding	PO9,PO11,p10
28	Define Women entrepreneurs	BTL-2	Understanding	PO8,PO10
29	Rural entrepreneurs	BTL-2	Understanding	PO9

PART – B

1	Discuss the characteristics, knowledge and skills that an entrepreneur should Possess with examples in the contemporary business landscape.	BTL-4	Analyzing	PO9,PO6,PO10
2	What are the types of entrepreneur? Explain each with suitable examples?	BTL-2	Understanding	PO8,PO9
3	Explain the role of Intrapreneur in organizational growth	BTL-2	Understanding	PO12
4	Explain the similarities and dissimilarities between an entrepreneur and an Intrapreneur.	BTL-2	Understanding	PO10,PO8
5	What do you understand by the term ‘Entrepreneur’? Explain the main characteristics, important, functions performed and types of Entrepreneur. [April 2015]	BTL-2	Understanding	PO11,PO7,PO10
6	Discuss the knowledge and skill required for an entrepreneur. [April 2015].	BTL-2	Understanding	PO9,p08
7	Explain the factors affecting the growth of entrepreneurship (in our country). [April 2012]	BTL-5	Evaluating	PO6,PO9,PO10
8	Describe the significance in economic growth by impacting entrepreneurship in the young minds in Indian context. [April 2012]	BTL-5	Evaluating	PO10,PO9
9	Give a brief account of the origin of the entrepreneurial concept	BTL-5	Evaluating	P06

UNIT II MOTIVATION

Major Motives Influencing an Entrepreneur – Achievement Motivation Training, self Rating, Business Game, Thematic Apperception Test – Stress management, Entrepreneurship Development Programs – Need, Objectives.

PART – A

CO Mapping : C411.2

Q.No	Questions	BT Level	Competence	PO
1	Define the term Motivation	BTL-4	Analyzing	PO4,PO11

2	List out the Maslow's classification of need.	BTL-1	Remembering	PO2
3	What is Motivation process?	BTL-2	Understanding	PO8,PO9,PO12
4	State any two nature of motivation.	BTL-4	Analyzing	PO7,PO11
5	What is a Murthy et.al motivation factor?	BTL-1	Remembering	PO10,PO12
6	List out the three needs isolated by McClelland	BTL-2	Understanding	PO12
7	What are the factors that motivate people to go into business?	BTL-2	Understanding	PO6,PO8,PO11
8	What are the internal factors that motivate people to go into business?	BTL-1	Remembering	PO3,PO4,PO9
9	What are the external factors that motivate people to go into business?	BTL-1	Remembering	PO9,PO11,PO12
10	What is Self-rating?	BTL-1	Remembering	PO6,PO8,PO12
11	What is business game?	BTL-2	Understanding	PO4,PO6
12	What is TAT?	BTL-4	Analyzing	PO9,PO11
13	What is Stress?	BTL-4	Analyzing	PO7,PO10,PO12
14	What is Eustress?	BTL-1	Remembering	PO7,PO8
15	What is Distress?	BTL-4	Analyzing	PO2,PO6,PO11
16	What are the symptoms of stress?	BTL-1	Remembering	PO4,PO10
17	What do you mean by psychosomatic problem?	BTL-1	Remembering	PO10,PO12
18	What do you mean by psychological problem?	BTL-1	Remembering	PO7,PO10,PO12
19	What do you mean by behavioral problem?	BTL-1	Remembering	PO2,PO3
20	How can the individual level of stress be coped?	BTL-1	Remembering	PO10
21	What do you meant by EDP's?	BTL-1	Remembering	PO6,PO8,PO9
22	State EDP's Process	BTL-1	Remembering	PO4,PO11
23	What are the Objectives of EDPs	BTL-1	Remembering	PO3
24	What are the Contents of EDPs	BTL-1	Remembering	PO6,PO8,PO10
25	Role of government & non- governmental agencies in promoting entrepreneurship in India	BTL-1	Remembering	PO6,PO10
26	What are the Characteristics of a successful Training programme	BTL-1	Remembering	PO6
27	Define the Phases of EDPs	BTL-1	Remembering	PO11,p012
28	List out the problems faced by EDP's	BTL-1	Remembering	PO6,PO9,PO10
PART – B				
1	Explain the various motivational initiatives of the central and state government to promote entrepreneurship in India[NOV 2017]	BTL-5	Evaluating	PO7,PO8,PO9
2	Discuss the role played by the entrepreneurship development institute in promoting entrepreneurship in India[NOV 2017]	BTL-4	Analyzing	PO12
3	Explain the types of rating techniques with their merits and demerits. [NOV 2016]	BTL-5	Evaluating	PO11,PO12
4	How are entrepreneurship development programs helpful to an entrepreneur explain[NOV 2016]	BTL-4	Analyzing	PO9,PO10
5	Explain the steps involved in Entrepreneurship development. [April 2014]	BTL-5	Evaluating	PO2,PO3,PO9
6	Bring out the model for entrepreneurship development and discuss the role of Achievement motivation in entrepreneurship development. [April 2011]	BTL-4	Analyzing	PO8,PO9

7	What is Business game? State its objectives, needs. Define in basket training. Why in basket training is essential to entrepreneurs? Give reasons. [April 2011]	BTL-5	Evaluating	PO3,PO9,PO11
8	Define stress. Explain the symptoms of stress. How to overcome the stress (for businessman)? [April 2012]	BTL-5	Evaluating	PO7
9	What is entrepreneurship development program? Provide the various sources of EDP. [April 2012].	BTL-3	Applying	PO8,PO9
10	Describe the motivational forces that cause entrepreneurial growth in a country [April 2010]	BTL-4	Analyzing	PO2,PO6,PO9

UNIT III BUSINESS

Small Enterprises – Definition, Classification – Characteristics, Ownership Structures – Project Formulation – Steps involved in setting up a Business – identifying, selecting a Good Business opportunity, Market Survey and Research, Techno Economic Feasibility Assessment – Preparation of Preliminary Project Reports – Project Appraisal – Sources of Information – Classification of Needs and Agencies.

PART – A

CO Mapping : C411.3

Q.No	Questions	BT Level	Competence	PO
1	Define Small Scale Industries.	BTL-1	Remembering	PO12
2	What are the chief characteristics of SSI?	BTL-2	Understanding	PO6,PO11,PO12
3	What are the classifications of SSI?	BTL-1	Remembering	PO8,PO9
4	List the importance of SSI.	BTL-1	Remembering	PO6,PO7,PO12
5	Write any two objectives of small enterprises.	BTL-1	Remembering	PO6
6	Define Sole Proprietorship.	BTL-1	Remembering	PO9,PO10
7	Define Partnership.	BTL-2	Understanding	PO6,PO9
8	What are the salient features of partnership firm?	BTL-4	Analyzing	PO10,PO11
9	What is partnership deed?	BTL-4	Analyzing	PO8,PO9,PO10
10	What are the different modes of dissolution of partnership?	BTL-1	Remembering	PO6,PO7
11	Define company.	BTL-1	Remembering	PO9,PO10,
12	What are the salient features of a company?	BTL-1	Remembering	PO6,PO7,PO8
13	Define Co-operation.	BTL-1	Remembering	PO10,PO11
14	Define the term project.	BTL-1	Remembering	PO9,PO10
15	How do you classify projects?	BTL-1	Remembering	PO8,PO9
16	How to prepare preliminary project reports.	BTL-1	Remembering	PO7,PO9,PO12
17	What are the significances of project formulation?	BTL-1	Remembering	PO9,PO10
18	Write the need of project formulation.	BTL-1	Remembering	PO11,PO12
19	What are the elements of project formulation?	BTL-4	Analyzing	PO6
20	Write note on feasibility study.	BTL-2	Understanding	PO9,PO10
21	What is feasibility report?	BTL-2	Understanding	PO6,PO7,PO9
22	What is techno economic feasibility?	BTL-2	Understanding	PO8,PO9
23	What is non-probabilistic sampling?	BTL-1	Remembering	PO10,PO11
24	Give the definition of Marketing Research.	BTL-1	Remembering	PO8,PO9,PO10
25	What are the steps involved in the process of a market survey?	BTL-2	Understanding	PO12
26	Mention the types of marketing research.	BTL-1	Remembering	PO9
27	What are the sources of Business ideas?	BTL-2	Understanding	PO9,PO10

28	What are the steps in identifying business opportunities?	BTL-2	Understanding	PO6,PO8,PO9
29	Discuss the characteristics of small enterprises.	BTL-1	Remembering	PO9,PO12
30	Identify the problems faced by small enterprise	BTL-1	Remembering	PO9
PART – B				
1	Discuss the important of feasibility assessment and preparation of project reports with a suitable case study.	BTL-4	Analyzing	P8,PO9
2	What is Business Environment? What are the methods of preparing Entrepreneurship development program in detail?	BTL-6	Creating	PO8
3	Explain the meaning and scope of Market survey and Research. Discuss its role in entrepreneurship. [April 2014]	BTL-4	Analyzing	PO7,PO12
4	What are the criteria for selecting a particular project? What are the subject matters behind preliminary project report preparation? [April 2011] Discuss the methods of project appraisal. [April 2013].	BTL-4	Analyzing	PO10,PO11
5	What are all the functional risks faced by a small business? Discuss the reason for Bankruptcy and remedial actions against them? [April 2010]	BTL-4	Analyzing	PO9,PO10
6	Discuss the importance and objective of network analysis technique with suitable example. [April 2010]	BTL-4	Analyzing	PO9
	Explain the meaning and scope of Market survey and Research. Discuss its role in entrepreneurship. [April 2014]	BTL-4	Analyzing	PO8,PO9
8	Discuss the ownership structures of small business. [April 2012]	BTL-4	Analyzing	PO6,PO10
9	Discuss the classification and characteristics of small business [April 2010].	BTL-4	Analyzing	PO11

UNIT IV FINANCING AND ACCOUNTING				
Need – Sources of Finance, Term Loans, Capital Structure, Financial Institution, management of working Capital, Costing, Break Even Analysis, Network Analysis Techniques of PERT/CPM – Taxation – Income Tax, Excise Duty – Sales Tax.				
PART – A				
CO Mapping : C411.4				
Q.No	Questions	BT Level	Competence	PO
1	Write the classification of financial needs.	BTL-2	Understanding	PO2,PO3
2	What is fixed capital?	BTL-1	Remembering	PO4,PO9
3	What is working capital?	BTL-1	Remembering	PO2,PO3,PO4
4	What is long-term capital?	BTL-1	Remembering	PO6,PO8,PO11
5	What is short-term capital?	BTL-1	Remembering	PO9
6	What are the sources of finance?	BTL-2	Understanding	PO10,PO11

7	What is term loan?	BTL-2	Understanding	PO8,PO9
8	List the sources of short-term finance.	BTL-1	Remembering	PO2,PO9,PO10
9	Define capital structure	BTL-1	Remembering	PO7,PO9
10	Write any two features of capital structure	BTL-1	Remembering	PO9,PO10
11	List the factors determining capital structure	BTL-1	Remembering	PO4,PO7
12	What are the types of financial institutions?	BTL-1	Remembering	PO6,PO10
13	What are the functions of SFC?	BTL-4	Analyzing	PO8,PO9
14	Define working capital	BTL-1	Remembering	PO2,PO3
15	What are the concepts of working capital?	BTL-1	Remembering	PO8,PO9
16	What is gross working capital?	BTL-1	Remembering	PO,PO9,PO10
17	List some current assets	BTL-2	Understanding	PO2
18	List some current liabilities.	BTL-1	Remembering	PO8,PO10,PO11
19	State operating cycle	BTL-2	Understanding	PO6,PO12
20	What are the types of working capital?	BTL-2	Understanding	PO8,PO10
21	What is fixed working capital?	BTL-1	Remembering	PO9
22	What is variable working capital	BTL-2	Understanding	PO2,PO9,PO12
23	Write any five factors determining working capital	BTL-1	Remembering	PO2,PO8,PO11
24	List any five sources of working capital	BTL-1	Remembering	PO2,PO7
25	What is working capital management	BTL-2	Understanding	PO9,PO10
26	What is opportunity costing?	BTL-4	Analyzing	PO9,PO11
27	What is break-even Point?	BTL-2	Understanding	PO7
28	Write note on critical path method. What do you mean by activity and event?	BTL-5	Evaluating	PO3,PO9,PO10
29	Write notes on slack	BTL-1	Remembering	PO6,PO8
30	Define sales tax and Excise duty	BTL-2	Understanding	PO4,PO9,PO10
PART – B				
1	Business model defines what a business does and how it makes money doing that. there is a long list of traditional business model and recent shift to new business model with 2 examples.	BTL-4	Analyzing	PO2,PO3
2	Elaborate the various sources of funding available for entrepreneurs in automobile sector in India	BTL-4	Analyzing	PO8,PO10
3	Discuss the objectives and purposes of capital structure. What are the new behavioral issues in Capital Structure Systems?	BTL-3	Applying	PO9,PO10
4	What is cost-volume-profit analysis? State its role and significance in Management accounting. [April 2014]	BTL-4	Analyzing	PO2
5	What are all India Financial Institutions that meet the financial needs of the entrepreneurs? –Explain. [April 2013]	BTL-6	Creating	PO6
6	Explain the sources of short-term finance. [April 2013]	BTL-3	Applying	PO9,PO10
7	Discuss the sources of finance for an entrepreneur. Also provide the strategies for the suitable capital structure for a calculated risk business. [April 2012]	BTL-3	Applying	PO2,PO10
8	Define working capital. Distinguish between Gross and Networking capital. What are the major	BTL-4	Analyzing	PO8

determinants of working capital requirements of an Entrepreneur? [April 2011			
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UNIT V SUPPORT TO ENTREPRENEURS				
Sickness in small Business – Concept, Magnitude, causes and consequences, Corrective Measures – Government Policy for Small Scale Enterprises – Growth Strategies in small industry – Expansion, Diversification, Joint Venture, Merger and Sub Contracting				
PART – A				
CO Mapping : C411.5				
Q.No	Questions	BT Level	Competence	PO
1	Define Industrial Sickness.	BTL-1	Remembering	PO12,PO11
2	List the process of Industrial sickness.	BTL-1	Remembering	PO8,PO9,PO10
3	Write signals of Industrial Sickness.	BTL-3	Applying	PO6
4	What are the symptoms of Industrial Sickness?	BTL-2	Understanding	PO6,PO9
5	Brief the two causes for industrial sickness.	BTL-1	Remembering	PO12
6	Write any four internal causes of industrial sickness.	BTL-1	Remembering	PO8,PO9,PO10
7	Write any four external causes of industrial sickness.	BTL-1	Remembering	PO6,PO7
8	What are the causes of slow growth of Industrial Entrepreneurship in India?	BTL-1	Remembering	PO9,PO10
9	What are the important Government Policies?	BTL-1	Remembering	PO12
10	What is BIFR?	BTL-4	Analyzing	PO11
11	What are the stages of Growth?	BTL-2	Understanding	PO8,PO12
12	List the types of Growth strategies.	BTL-1	Remembering	PO7,PO9,PO10
13	State the growth strategies in small Industry.	BTL-1	Remembering	PO9
14	What is the difference between expansion and diversification?	BTL-1	Remembering	PO7,PO9
15	What are the three forms of Expansion?	BTL-1	Remembering	PO6
16	Define the term magnitude?	BTL-1	Remembering	PO9,PO12
17	What are the three types of Diversification?	BTL-1	Remembering	PO6,PO10
18	Define Franchising.	BTL-1	Remembering	PO7,PO9
19	What are the types of Franchising?	BTL-2	Understanding	PO9,PO10,PO11
20	What are the types of Franchiser?	BTL-2	Understanding	PO8,PO9
21	What are the contents of Franchise Agreement?	BTL-1	Remembering	PO9,PO10
22	Define Joint Venture.	BTL-2	Understanding	PO9
23	List any four content of joint venture agreement?	BTL-2	Understanding	PO8,PO9,PO10
24	When companies do prefer joint ventures?	BTL-1	Remembering	PO9,PO10
25	What is the difference between merger and acquisition?	BTL-2	Understanding	PO6,PO9
26	What are the types of merger?	BTL-1	Remembering	PO10
27	What is conglomerate merger?	BTL-1	Remembering	PO11,PO12
28	What is Sub-Contracting?	BTL-2	Understanding	PO8,PO11
29	Define venture capital. Mention any two sources from which it can be received.	BTL-1	Remembering	PO8,PO9,PO11
30	What are the factors covered in the final contract?	BTL-3	Applying	PO9
PART – B				
1	Discuss about how expansion plans, Diversification and ventures help the growth of the business in auto sector. [April	BTL-5	Evaluating	PO6,PO8

	2017]			
2	Enumerate the government of India Policy for small scale enterprises with examples. [April 2016]	BTL-2	Understanding	PO9,PO11
3	What is Diversification? Discuss the basis of diversification in entrepreneurship. [April 2014]	BTL-5	Evaluating	PO9
4	Explain joint venture and Merger. [April 2015]	BTL-5	Evaluating	PO10,PO11
5	Describe the government Policy for small scale enterprises to support the entrepreneur. [April 2012]	BTL-2	Understanding	PO8
6	Explain the concept of Industrial sickness and the magnitude of sickness problem of SMEs (Small and Medium Enterprises) in India during 10 th plan period. [April 2011]	BTL-5	Evaluating	PO8,PO12
7	Discuss the features of Sick Industrial Companies Act 1985 and the measures taken and suggestions of the Act. [April 2011]	BTL-4	Analyzing	PO8,PO9
8	Illustrate the cause and consequences of sickness in small business. Suggest measures to overcome such sickness [April 2010]	BTL-5	Evaluating	PO10
9	What are the financial risks faced by a small business? Discuss the reason for Bankruptcy and remedial actions against them. [April 2010]	BTL-4	Analyzing	PO12

SL. NO	UNIT I ENTREPRENEURSHIP
	Entrepreneur – Types of Entrepreneurs – Difference between Entrepreneur and Intrapreneur – Entrepreneurship in Economic Growth, Factors Affecting Entrepreneurial Growth
	PART – A
1	What is Entrepreneurship Entrepreneurship is the function of seeking investment & production opportunity, organizing an enterprise to undertake a new production process, raising capital, arranging labor & raw materials finding a site, introducing a new technique & commodities, discovering new sources for the enterprise. Undertaking of an enterprise is thus entrepreneurship
2	What is Intrapreneurship Intrapreneurship is the process by which other new ventures are born within the confines of an existing corporation. It involves expansion by exploring new opportunities through new combinations of existing resources
3	Define Enterprise Enterprise consists of people working together primarily for the purpose of making, selling & distributing a product or services. Every enterprise carries out some sort of final net profit or loss calculations.
4	What is an Intrapreneur Intrapreneur's are new breed of managers emerging in big organizations. The senior level managers are encouraged by the entrepreneur, to generate new ideas & the convert them into products research & developmental activities within the framework of an organization. They are given freedom to operate on their own. They are encouraged to think themselves as entrepreneurs within the enterprise
5	Definition of entrepreneur <ul style="list-style-type: none"> • <i>Peter Drucker</i> defines an entrepreneur “As one who always searches for change responds to it & exploits it as an opportunity” • <i>New Encyclopaedia Britannica</i> considers an entrepreneur as “An individual who bears the

	<p>risk of operating a business in the face of uncertainty about the future conditions”</p> <p><i>According to Noah Webster, Entrepreneur is “one who assumes the risk and management of business</i></p>
6	<p>What is Innovator</p> <p>Innovative is one who sees the opportunity for introducing a new technique of production process or a new commodity or a new market or even rearranges the organization.</p>
7	<p>Define Innovation occurs through</p> <ul style="list-style-type: none"> • introduction of a new quality in a product • new product • discovery of fresh demand and fresh sources of supply • by change in the organization
8	<p>What is the difference b/w Inventor vs Innovator</p> <ul style="list-style-type: none"> • An <i>inventor</i> discovers new methods & new materials. The inventor thus produces ideas & the entrepreneur implements them & gets them done. <p>An <i>innovator</i> is one who utilizes inventions & discoveries in order to make new combinations & thus produces newer & better goods, which gives him profit & satisfaction</p>
9	<p>Define Motivation</p> <p>Motive may be defined as the inner state of our mind that moves or activates or energies and directs our behavior towards our goal.</p>
10	<p>What is Achievement motivation</p> <p>According to <i>McClelland</i> achievement motivation can be developed through training and experience. Ambition is the lever of all motives and nourishes achievement motive</p>
11	<p>Define Theories of entrepreneur</p> <ul style="list-style-type: none"> • <i>Richard Cantillion’s</i> Theory of risk-bearing • <i>12Knight’s</i> Theory of uncertainty • Theory of <i>Jean – Baptiste</i> coordination, organization & supervision • <i>Schumpeter’s</i> Theory of innovation • <i>McClelland’s</i> Theory of achievement <p><i>Peter Drucker’s</i> Theory of opportunity</p>
12	<p>What are the Elements of an entrepreneur</p> <ul style="list-style-type: none"> • Innovation – refers to developing new products, markets, process, and technology. • Risk-taking – is attributed to show courage, confidence • Vision – dream of an entrepreneur • Ethics (including character & values) – qualities & inner strength of a person <p>Organizing skills – required for ensuring success in terms of coordination, control, direction & communication</p>
13	<p>Define the Characteristics of a successful entrepreneur</p> <ul style="list-style-type: none"> • Capacity and willingness to assume risk • Willingness to hard work • Vision and foresightedness • Creative and imaginative thinking • High need achievement • Ability to maximize resources <p>High degree of ambition</p>
14	<p>What are the Qualities needed of a successful entrepreneurs</p> <p>Vision, passion, drive, integrity, innovation, risk taker, flexibility, loyalty, enthusiasm, communicator, responsibility, self-confidence, communicator, creativity, trust worthy, hard worker</p>
15	<p>Define the Skills required for an entrepreneur</p> <ul style="list-style-type: none"> • Technical skill

	<ul style="list-style-type: none"> • Entrepreneurial skill • Business Management skills <p><i>others</i> Visualization, planning, risk-taking, ability to deal with situations, Elicit Positive response from administrators, bankers, infrastructure institutions, clients and employees, understanding of marketing, Quality control, Finance, Banking, commercial law, Government regulations and procedures, Taxation and human relations, awareness of technology , tools and equipment and machinery, knowledge of the product, process, packaging, advertising and market Potential.</p>																						
16	What are the Types of Entrepreneur <ul style="list-style-type: none"> • Innovating • Imitating • Fabian • Drone or laggards 																						
17	Define Innovating Entrepreneurs One who sees the opportunity for introducing a new technique of production process or a new commodity or a new market or even reorganizes the enterprise.																						
18	Define Adaptive or Imitative Entrepreneurs Imitative entrepreneurs do not innovate themselves, they only imitate techniques and technology innovated by others. Such entrepreneurs are suitable for underdeveloped regions																						
19	Define Fabian Entrepreneurs This entrepreneurs have neither will to introduce new changes nor desire to adopt new methods innovated by the most enterprising entrepreneurs. Such entrepreneurs are shy and lazy they are not interested in taking risk and try to follow the footsteps of their predecessors																						
20	Define Drone Entrepreneurs Refuse to utilize opportunities to make changes in production. Such entrepreneurs may even suffer loss, but they do not make changes in production methods. They are pushed out of the market																						
21	What are the Characteristics of an Entrepreneur? <ol style="list-style-type: none"> Innovating function Organizing function A function of group level pattern Managerial and Leadership function Gap filling function																						
22	What is the gap filling function? The most important feature of entrepreneurship is gap filling. The main aspects of the entrepreneur are to fill the gap or make up the deficiencies which always exist in the knowledge about the production function																						
23	What is the difference b/w Entrepreneur Vs Entrepreneurship <table border="1" style="margin-left: auto; margin-right: auto;"> <thead> <tr> <th>Entrepreneur</th> <th>Entrepreneurship</th> </tr> </thead> <tbody> <tr> <td>Refers to a person</td> <td>Refers to a process</td> </tr> <tr> <td>Visualiser</td> <td>Vision</td> </tr> <tr> <td>Creator</td> <td>Creation</td> </tr> <tr> <td>Organizer</td> <td>Organization</td> </tr> <tr> <td>Innovator</td> <td>Innovation</td> </tr> <tr> <td>Technician</td> <td>Technology</td> </tr> <tr> <td>Decision maker</td> <td>Decision Making</td> </tr> <tr> <td>Planner</td> <td>Planning</td> </tr> <tr> <td>Leader</td> <td>Leadership</td> </tr> <tr> <td>Motivator</td> <td>Motivation</td> </tr> </tbody> </table>	Entrepreneur	Entrepreneurship	Refers to a person	Refers to a process	Visualiser	Vision	Creator	Creation	Organizer	Organization	Innovator	Innovation	Technician	Technology	Decision maker	Decision Making	Planner	Planning	Leader	Leadership	Motivator	Motivation
Entrepreneur	Entrepreneurship																						
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		Programmer	Action
		Risk-taker	Risk taking
		Communicator	Communication
		Administrator	Administration
24	What is the difference b/w Entrepreneur Vs Enterprise		
		Entrepreneur	Enterprise
		Person	Firm/Company/Organization
		Individual	Group of people
		Subject	Object
		Input	Output
		Passion	Profit
25	What is the difference b/w Entrepreneur vs Manager		
	Dimension s	Entrepreneur	Manager
	<i>Motive</i>	The main motive of an entrepreneur is to start a venture by setting up an enterprise	The main motive of a manager is to render his services in an enterprise
	<i>Status</i>	An entrepreneur is the owner of an enterprise	A manager is an employee in the enterprise
	<i>Risk - bearing</i>	Assumes all risk involved in running the enterprise	Does not bear any risk involved in the enterprise
26	What is the difference b/w Entrepreneur vs Intrapreneur		
	Dimension s	Entrepreneur	Intrapreneur
	<i>Dependenc y</i>	An entrepreneur is independent in his operations	An intrapreneur's action is dependent on the decision of entrepreneur, the owner
	<i>Raising of funds</i>	An entrepreneur himself raise funds required for an enterprise	Funds are not raised by the Intrapreneur
	<i>Risk</i>	Entrepreneur bears the risk involved in the business	An Intrapreneur does not fully bear the risk involved in the enterprise.
27	Factors influencing entrepreneurship <ul style="list-style-type: none"> • <i>Internal factors</i> - Demographic variables, personal characteristic, personality traits, cultural factors, environmental factors. • <i>External factors</i> – Political environment, social & cultural environment, economic environment, legal environment, technological environment. • <i>Economic factors</i> - Capital, labor, raw materials, market <i>Non-economic factors</i> - Legitimacy of entrepreneurship, social mobility, marginality, need achievement, status respect		
28	Define Women entrepreneurs An enterprise owned & controlled by a women. Women entrepreneurs are those women who think of a business enterprise, initiate it, organize & combine the factors of production, operate the enterprise & undertake risk & handle economic uncertainty involved in running a business nterprise.		

29	Rural entrepreneurs <ul style="list-style-type: none"> • Risk bearing • Innovations • Supervision & leadership • Coordination, administration & control
PART – B	
1	Discuss the characteristics, knowledge and skills that an entrepreneur should possess with examples in the contemporary business landscape. Nov 2017 Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 02
2	What are the types of entrepreneur? Explain AN each with suitable examples? Nov 2017 Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 05
3	Explain the role of Intrapreneur in organizational growth Nov 2016 Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 06
4	Explain the similarities and dissimilarities between an entrepreneur and an Intrapreneur. Nov 2016 Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 06
5	What do you understand by the term ‘Entrepreneur’? Explain the main characteristics, important, functions performed and types of Entrepreneur. [April 2015] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 02
6	Discuss the knowledge and skill required for an entrepreneur. [April 2015]. Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 03
7	Explain the factors affecting the growth of entrepreneurship (in our country). [April 2012] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 33,38
8	Describe the significance in economic growth by impacting entrepreneurship in the young minds in Indian context. [April 2012] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:., 14
9	Give a brief account of the origin of the entrepreneurial concept Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 08

UNIT II MOTIVATION	
SL.NO	Major Motives Influencing an Entrepreneur – Achievement Motivation Training, self Rating, Business Game, Thematic Apperception Test – Stress management, Entrepreneurship Development Programs – Need, Objectives.
PART – A	
1	Define the term Motivation Motivation is the willingness to exert high levels of effort towards organizational goals, conditional by the efforts ability to satisfy some individual need
2	List out the Maslow’s classification of need. They are (i) Physiological needs (ii) Safety needs (iii) Social needs (iv) Esteem needs (v) Self – actualization needs.
3	What is Motivation process? The basic elements of the motivational process are (i) motive (ii) behavior and (iii) goal.

	The motives are directed towards the realization of certain goals, which in turn determine entrepreneur behavior
4	State any two nature of motivation. (i) Motivation is internal to man. A single motive can lead to different behavior
5	What is a Murthy et.al motivation factor? (a) Ambitious Factors (b) Compelling Factors Facilitating Factors
6	(a) List out the three needs isolated by McClelland Need for affiliation (b) Need for Power (c) Need for achievement
7	What are the factors that motivate people to go into business? (a) Internal Factors (b) External Factors
8	What are the internal factors that motivate people to go into business? (a) Desire to do something new (b) Educational Qualification (c) Technical background
9	What are the external factors that motivate people to go into business? (a) Government support and assistance (b) Availability of labor and raw material (c) Promising demand for the product etc.
10	What is Self-rating? Self-rating teaches people to observe their own behavior, compare their outputs to their goals and administer their own reinforcement to sustain goal commitment and performance
11	What is business game? A business simulation or game may be defined as a sequential decision making exercise structured on a model of business operation, in which the trainee assumes the role of managing the simulated operation
12	What is TAT? The TAT is Thematic Appreciation Test balloons are not provided with the frustration cartoons shown to the respondent. The respondent is asked to interpret the situation with regards to particular product. The respondent will ask to react with the cartoon picture
13	What is Stress? Stress is defined as an adoptive response to the external situation that results in physical, psychological and behavioral deviation for organization participants.
14	What is Eustress? Eustress refers to the healthy, Positive, constructive outcome of stressful events and the stress response. Eustress is the stress experience that activates and motivates people to achieve their goals and succeed in their life's challenges.
15	What is Distress? The Stress is a condition arising from the interaction of people and their jobs and characterized by change within people that force them to deviate from their normal functioning.
16	What are the symptoms of stress? (a) Nervousness and Tension

	<p>(b) Emotional instability</p> <p>(c) Sleeping problem absenteeism</p> <p>(d) Inability to relax</p>
17	<p>What do you mean by psychosomatic problem?</p> <p>The word 'psychosomatic' combines the two words namely, 'psycho' which means mind and 'soma' which means body. The psychosomatic symptoms of stress are bodily or physical for the causes are mental</p>
18	<p>What do you mean by psychological problem?</p> <p>The high level of stress may be accompanied by psychological reactions such as anger, anxiety, depression nervousness, irritability, tension and boredom depending upon the nature of stress and the capacity of individual to bear stress</p>
19	<p>What do you mean by behavioral problem?</p> <p>When the stress is at high level, people show dysfunctional behavior. Such behavior may lead to take alcohol, drug addiction, increase in smoking, sleeplessness, under/over eating, etc</p>
20	<p>How can the individual level of stress be coped?</p> <p>individual stress can be copied by (i) Physical exercise (ii) Changing Gears (iii) Behavioral self-control (iv) Warming up one self (v) Social support</p>
21	<p>What do you mean by EDP's?</p> <p>The need for achievement is one of the important entrepreneurial traits. Behavioral experiments have proved that need achievement can be developed through entrepreneurial training, Popularly known as EDP's</p>
22	<p>State EDP's Process</p> <p>(a) Selection of person with the required Potential in terms of knowledge attitudes.</p> <p>(b) Designing techniques for training.</p> <p>(c) Selection and training process.</p> <p>(d) Survey of environment</p> <p>Strategies to make ED effective</p>
23	<p>What are the Objectives of EDPs</p> <ul style="list-style-type: none"> • Develop & strengthen their entrepreneurial quality • Select project • Formulate project for the product • Enable him/her to take decisions • Enable to communicate clearly & effectively • To attract people to start business • To make them aware • To motivate & strengthen them • To develop • Make them learn compliance of law
24	<p>What are the Contents of EDPs</p> <ul style="list-style-type: none"> • General introduction to entrepreneurships • Motivation training • Management skills • Support system & procedures <p>Plants visits</p>
25	<p>Role of government & non- governmental agencies in promoting entrepreneurship in India</p> <ul style="list-style-type: none"> • Promotional role – awareness building, encouragement, motivation, guidance etc • Supportive role – promotion, maintenance & development of entrepreneurships <p>Regulatory role – regulations & controls through various laws</p>

26	<p>What are the Characteristics of a successful Training programme</p> <ul style="list-style-type: none"> • Its objectives and scope are clearly defined • The training techniques are related directly to the needs and objectives of the organization <p>It employs accepted principles of learning</p>
27	<p>Define the Phases of EDPs</p> <p>An Entrepreneurship Development programme consists of the following three phases</p> <ul style="list-style-type: none"> • Pre – training phase • Training phase • Post – training phase
28	<p>List out the problems faced by EDP's</p> <ul style="list-style-type: none"> • Trainer's motivations are not found up to the mark in motivating the trainees to start their own enterprise. • ED organizations lack in commitment & sincerity in conducting EDPs • Non –conductive environmental constraints • Attitudes of the supporting agencies like banks & financial institutions <p>Selection of wrong trainees</p>
PART – B	
1	<p>Explain the various motivational initiatives of the central and state government to promote entrepreneurship in India Nov 2017</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:177</p>
2	<p>Discuss the role played by the entrepreneurship development institute in promoting entrepreneurship in India Nov 2017</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:161</p>
3	<p>Explain the types of rating techniques with their merits and demerits. Nov 2016</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:</p>
4	<p>How are entrepreneurship development programs helpful to an entrepreneur explain Nov 2016</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:62</p>
5	<p>Explain the steps involved in Entrepreneurship development. [April 2014]</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:63</p>
6	<p>Bring out the model for entrepreneurship development and discuss the role of Achievement motivation in entrepreneurship development. [April 2011]</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:46</p>
7	<p>What is Business game? State its objectives, needs. Define in basket training. Why in basket training is essential to entrepreneurs? Give reasons. [April 2011]</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:188</p>
8	<p>Define stress. Explain the symptoms of stress. How to overcome the stress (for businessman)? [April 2012] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:</p>
9	<p>What is entrepreneurship development program? Provide the various sources of EDP. [April 2012].</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:66</p>
10	<p>Describe the motivational forces that cause entrepreneurial growth in a country [April 2010]</p> <p>Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:42</p>

UNIT III BUSINESS	
SL.NO	<p>Small Enterprises – Definition, Classification – Characteristics, Ownership Structures – Project Formulation – Steps involved in setting up a Business – identifying, selecting a Good Business opportunity, Market Survey and Research, Techno Economic Feasibility Assessment – Preparation of Preliminary Project Reports – Project Appraisal – Sources of Information –</p>

	Classification of Needs and Agencies.
	PART – A
1	Define Small Scale Industries. The definition of Small-Scale Industry (SSI) varies from one country to another and from one time to another in the same country depending upon the pattern and stage of development. The term small scale industries have been defined in three ways (i) Conventional (ii) Operational and (iii) National income
2	What are the chief characteristics of SSI? A small-scale unit is generally a one-man show. 2. Capital investment is small and has less than 10 workers
3	What are the classifications of SSI? Manufacturing Industries 2. Feeder Industries 3. Serving Industries 4. Ancillary to large Industries 5. Mining and Quarrying
4	List the importance of SSI. Innovative and Productive 2. Individual tastes, fashions and personalized service. 3. Symbols of National Identity 4. Always winners of the Game 5. Dispersal over wide area.
5	Write any two objectives of small enterprises. To eliminate the economic backwardness of rural and underdeveloped regions in the country. 2. To generate immediate and large scale employment opportunities
6	Define Sole Proprietorship. A sole proprietor carries on a business for his or her own benefit, without participation of other persons except employees
7	Define Partnership. A partnership is an agreement between two or more persons to operate a business particularly when investment or knowledge from others required
8	What are the salient features of partnership firm? 1. More persons 2. Profit and Loss sharing 3. Contractual Relationship Existence of Lawful Business
9	What is partnership deed? A partnership is an agreement between two or more persons to operate a business. When the agreement is in written form, it is called 'partnership deed.' It must be duly signed by the partners, stamped and registered. Any alteration in partnership deed can be made with the mutual consent of all the partners.
10	What are the different modes of dissolution of partnership? 1. Dissolution by Agreement 2. Compulsory dissolution

	<p>3. Dissolution due to contingencies</p> <p>4. Dissolution by court</p>
11	<p>Define company.</p> <p>According to Chief Justice John Marshall of USA defined a company as “corPORation is an artificial being invisible, intangible and existing only in contemplation of law. Being the mere creature of law, it Possesses only those properties which the charter of its creation confers up on it, either expressly or an incidental to its very existence”.</p>
12	<p>What are the salient features of a company?</p> <ol style="list-style-type: none"> 1. Separate legal entity 2. Artificial Person 3. Perpetual succession 4. Limited Ability 5. Common Seal
13	<p>Define Co-operation.</p> <p>The Indian Co-operative Societies Act, 1912, Section 4, defines as “a co-operative is a joint enterprise where ten or more individuals contribute capital and labor and also manage its affairs and effectively meets the competition from large enterprise with an understanding to primarily distribute among themselves equally the profits earned or profits derived out of the venture”.</p>
14	<p>Define the term project.</p> <p>A project is defined as a scientifically evolved work plan devised to achieve a specific objective within a specific period of time.</p>
15	<p>How do you classify projects?</p> <ol style="list-style-type: none"> 1. Quantifiable and Non-quantifiable projects 2. Sectoral projects 3. Techno-Economic projects
16	<p>How to prepare preliminary project reports.</p> <ol style="list-style-type: none"> 1.Product description 2.Production and general evaluation of prospects 3.Market aspects 4.Production requirement 5.Capital requirements
17	<p>What are the significances of project formulation?</p> <p>A well formulated project is the best gate way for obtaining the required assistance from financial instruction. Project report will also be a great assistance or obtaining necessary Government clearances and in meeting the hurdles of procedural formation</p>
18	<p>Write the need of project formulation.</p> <ol style="list-style-type: none"> 1.Selecion of appropriate technology 2. Influence of external economy 3. Mobilization of resources.
19	<p>What are the elements of project formulation?</p> <ol style="list-style-type: none"> 1. Feasibility Analysis 2. Techno-economic Analysis 3. Project Design and Network Analysis 4. Input Analysis

5. Financial Analysis	
20	Write note on feasibility study. Feasibility study is used to investigate the project in six different aspects economic, technical, managerial, organizational, commercial and financial. The relative importance of these different aspects varies considerably according to the type of project involved
21	What is feasibility report? A feasibility report of a new enterprise or an expanding enterprise consists of some background information about the industry to which the project belongs, and the enterprise submitting the report in general. It also contains the economic information, financial data and technical details which save a finite number of discrete economic processes or cost structure of the industry concerned
22	What is techno economic feasibility? Techno-economic feasibility makes an analysis of the market and technology. The choice of technology itself will be based on the demand potential and aid in project design. Techno-economic analysis gives to the project individuality and sets the stage for detailed design development
23	What is non-probabilistic sampling? Non-probabilistic sampling is a sampling technique where the samples are gathered in a process that does not give all the individuals in the population equal chances of being selected.
24	Give the definition of Marketing Research. Marketing research is the systematic objectives and exhaustible search for the study of facts relevant to any problem in the field of marketing
25	What are the steps involved in the process of a market survey? Defining the purpose or objectives. Gathering data from secondary source. Gathering information from primary source Analyzing and interpreting the report.
26	Mention the types of marketing research. Consumer research Market/Demand research Competition research Distribution research Price research Advertising/promotion research
27	What are the sources of Business ideas? Market characteristics Import and Export Emerging new technology and Scientific know how Social and Economic Trends Product profile Change in consumption pattern Revival of sick units
28	What are the steps in identifying business opportunities? Preliminary evaluation Selection of product or service Conduct or market survey Contractual programs to collect sufficient information about proposed venture Succeeding in the market
29	Discuss the characteristics of small enterprises. A small scale unit is generally a one man show

	Capital investment is small and it has fewer than 10 workers
30	Identify the problems faced by small enterprise Problem of skilled manpower Inadequate credit assurance Irregular supply of raw material Absence of organized marketing Competition from Large-scale units and imported articles.
	PART – B
1	Discuss the important of feasibility assessment and preparation of project reports with a suitable case study. Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 89
2	What is Business Environment? What are the methods of preparing Entrepreneurship development program in detail? Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 62
3	Explain the meaning and scope of Market survey and Research. Discuss its role in entrepreneurship. [April 2014] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 256
4	What are the criteria for selecting a particular project? What are the subject matters behind preliminary project report preparation? [April 2011] Discuss the methods of project appraisal. [April 2013]. Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 102
5	What are all the functional risks faced by a small business? Discuss the reason for Bankruptcy and remedial actions against them? [April 2010] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 80
6	Discuss the importance and objective of network analysis technique with suitable example. [April 2010] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 97
7	Explain the meaning and scope of Market survey and Research. Discuss its role in entrepreneurship. [April 2014] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 256
8	Discuss the ownership structures of small business. [April 2012] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 138
9	Discuss the classification and characteristics of small business [April 2010]. Ref: Entrepreneurship Development By S.S.Khanka, Pg. No: 72

	UNIT IV FINANCING AND ACCOUNTING
SL.NO	Need – Sources of Finance, Term Loans, Capital Structure, Financial Institution, management of working Capital, Costing, Break Even Analysis, Network Analysis Techniques of PERT/CPM – Taxation – Income Tax, Excise Duty – Sales Tax.
	PART – A
1	Write the classification of financial needs. <ul style="list-style-type: none"> • On the basis of extent permanence <ul style="list-style-type: none"> a. Fixed Capital b. Working Capital • On the basis of period of Use <ul style="list-style-type: none"> a. Long term Capital b. Short term Capital
2	What is fixed capital? The money invested in some fixed assets or durable assets like land, building,

	<p>machinery, equipment, furniture, etc., is known as fixed capital. These assets are required for permanent use, that is, for a long period of time.</p>
3	<p>What is working capital? The money invested in current assets like raw material, finished goods, debtors, etc., is known as working capital. In other words, money required for day-to-day operations of business/enterprise is called 'working capital'</p>
4	<p>What is long-term capital? This is such money whose repayment is arranged for more than five years in future. The sources of long-term finance could be owner's equity, term-loans from financial institutions, credit facilities from the commercial banks, hire-purchase facilities from specific organizations, etc.</p>
5	<p>What is short-term capital? This is a borrowed capital/money that is to be repaid within one year. The sources of short-term finance include bank borrowings for working capital, deposits or borrowings from friends and relatives, etc</p>
6	<p>What are the sources of finance? Internal sources – funds are raised from within the enterprise itself (owner's equity, deposits, and loans) External sources – funds raised other than internal sources (Increasing trade credit, factoring, venture capital, debentures, bank loans)</p>
7	<p>What is term loan? The loans which taken for a definite period of time are called 'term loans'. Based on period, loans are classified into two types. They are 1. Short-term loans 2. Long-term loans.</p>
8	<p>List the sources of short-term finance.</p> <ul style="list-style-type: none"> • Commercial Bank • Public Deposits • Trade credits • Factoring • Discounting of Bills • Trade Credit • Factoring • Discounting of Bills <p>Bank over draft</p>
9	<p>Define capital structure It means the permanent financing of the enterprise represented primarily by long-term sources of funds, i.e., debt and equity. Thus it excludes funds raised from short term resources</p>
10	<p>Write any two features of capital structure</p> <ul style="list-style-type: none"> • It should involve the minimum cost and the maximum yields. <p>The debt should be within the repaying capacity of the enterprise</p>
11	<p>List the factors determining capital structure</p> <ol style="list-style-type: none"> 1. Nature of Business 2. Size of the Enterprise 3. Trading on Equity 4. Cash Flows 5. Purpose of Financing <p>Provision for future</p>

12	<p>What are the types of financial institutions?</p> <ol style="list-style-type: none"> 1. Commercial Bank 2. State Financial Corporation (SFC) 3. State Industrial and Investment Corporations 4. Industrial Development bank of India 5. Industrial Finance Corporation of India Ltd.
13	<p>What are the functions of SFC?</p> <ul style="list-style-type: none"> • Promotion of self-employment • To finance expansion, modernization, and up gradation of technology in the existing units <p>Providing short-term loan to cover the equity gap to help small-scale industrial units</p>
14	<p>Define working capital</p> <p>Working Capital (or) Net Working Capital is represented by the excess of current assets over current liabilities and identifies the reliability liquid Portion of total enterprise capital which constitutes a margin of buffer for maturing obligations within the ordinary operating cycle of the business</p>
15	<p>What are the concepts of working capital?</p> <p>Gross Working Capital</p> <p>Net Working Capital</p>
16	<p>What is gross working capital?</p> <p>Gross Working Capital is the amount of funds invested in the various components of current assets. The working capital is a financial concept. Thus, Gross working capital = Total current assets.</p>
17	<p>List some current assets</p> <ol style="list-style-type: none"> 1. Cash in hand and at bank 2. Sundry debtors less provision <p>Bills receivables</p>
18	<p>List some current liabilities.</p> <ol style="list-style-type: none"> 1. Sundry Creditors 2. Bills payable 3. Outstanding Expenses
19	<p>State operating cycle</p> <p>It is the average time intervening between the acquisition of materials (or) services entering the process and final cash realization</p>
20	<p>What are the types of working capital?</p> <ul style="list-style-type: none"> • Fixed working capital <p>Variable working capital</p>
21	<p>What is fixed working capital?</p> <p>Fixed working capital is the minimum amount of working capital required to ensure effective utilization of fixed assets and support to the normal operation of the business</p>
22	<p>What is variable working capital</p> <p>Variable working capital is the amount of working capital which keeps on fluctuating from time to time on the basis of business activities. It is intended to meet seasonal demands and some special exigencies</p>
23	<p>Write any five factors determining working capital</p>

	<ul style="list-style-type: none"> • Nature of Business • Terms of Credit • Volume of sales • Turnover of Inventories <p>Production Cycle</p>
24	<p>List any five sources of working capital</p> <ul style="list-style-type: none"> • Loans from commercial banks • Provision for taxation • Bank Credit and overdraft • Accrual accounts • Discounting bills of exchange.
25	<p>What is working capital management</p> <p>Working capital management is concerned with the administration of all current assets and current liabilities. It is an integral part of overall corporate management</p>
26	<p>What is opportunity costing?</p> <p>Costing is the process of determining the cost of doing something. By opportunity cost, we mean the expected (or) benefit forgone in rejecting one course of action for another. When rejecting one course of action, the rejected alternative becomes the opportunity cost for the alternative accepted</p>
27	<p>What is break-even Point?</p> <p>The break-even Point establishes the level of output, production which evenly breaks the costs and revenues. It is the level of production at which the turnover just covers the fixed overheads and the 'Unit starts making profits'. The break even analysis also determines the margin of safety, i.e., excess of budgeted (or) actual sales over the break even sales.</p>
28	<p>Write note on critical path method. What do you mean by activity and event?</p> <p>The critical path method (CPM) is a graphical network diagram that focuses on identifying the Potential bottlenecks in a project schedule. An activity is a time-consuming effort that is required to perform part of a project. An event is the end of one activity and the beginning of another.</p>
29	<p>Write notes on slack</p> <p>A slack (in PERT) (or) float (in CPM) is the time to spare, the time over which the activity may be delayed without affecting the overall completion of the project. It may be Positive or negative. Positive slack represents idle time resources whereas negative slack occurs when the project requires more resources than are normally available.</p>
30	<p>Define sales tax and Excise duty</p> <p>Sales tax is an indirect tax. It is levy on purchase and sale of goods in India. Sales tax is levied under authority of both central legislation and state governments i.e., Central sales tax and local sales tax. Excise duty is any duty (or) tax levied upon the manufacture (or) sale (or) consumption of commodities within the country</p>
PART – B	
1	<p>Business model defines what a business does and how it makes money doing that. there is a long list of traditional business model and recent shift to new business model with 2 examples. Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:110</p>
2	<p>Elaborate the various sources of funding available for entrepreneurs in automobile sector in india Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:106</p>

3	Discuss the objectives and purposes of capital structure. What are the new behavioral issues in Capital Structure Systems? Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:112
4	What is cost-volume-profit analysis? State its role and significance in Management accounting. [April 2014] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:
5	What are all India Financial Institutions that meet the financial needs of the entrepreneurs? –Explain. [April 2013] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:108
6	Explain the sources of short-term finance. [April 2013] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:110
7	Discuss the sources of finance for an entrepreneur. Also provide the strategies for the suitable capital structure for a calculated risk business. [April 2012] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:113
8	Define working capital. Distinguish between Gross and Networking capital. What are the major determinants of working capital requirements of an Entrepreneur? [April 2011] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:207

	UNIT V STATE VARIABLE ANALYSIS
SL.NO	State space representation of Continuous Time systems – State equations – Transfer function from State Variable Representation – Solutions of the state equations - Concepts of Controllability and Observability – State space representation for Discrete time systems. Sampled Data control systems – Sampling Theorem – Sampler & Hold – Open loop & Closed loop sampled data systems.
	PART – A
1	Define Industrial Sickness. The Sick Industrial Companies (special provisions) Act, (SICA), 1985 defines a sick industry as "an industrial company (being a company registered for not less than seven years), which has at the end of financial year accumulated losses equal to or exceeding its entire net worth and has also suffered from cash losses in such financial year immediately preceding such financial year
2	List the process of Industrial sickness. a. Normal Unit b. Tending Towards Sickness c. Incipient Sickness Sickness
3	Write signals of Industrial Sickness. i) decline in capacity utilization; ii) shortages of liquid funds to meet short-term financial obligations; iii) inventories in excessive quantities; iv) non-submission of data to banks and financial institutions; v) irregularity in maintaining bank accounts; vi) frequent breakdowns in plants and equipment; vii) decline in the quality of product manufactured or service rendered; viii) delay or default in the payment of statutory dues such as provident fund, sales tax, excise duty, employee's state insurance, etc. ix) decline in technical deficiency; and x) frequent turnover of personnel in the industry.
4	What are the symptoms of Industrial Sickness? i) Persisting shortage of cash;

	<ul style="list-style-type: none"> ii) deteriorating financial ratios; iii) widespread use of creative accounting; iv) continuous tumble in the prices of the shares; v) frequent request to banks and financial institutions for loans; vi) delay and default in the payment of statutory dues; vii) delay in the audit of annual accounts; and viii) morale degradation of employees and desperation among the top and middle management level.
5	<p>Brief the two causes for industrial sickness.</p> <ul style="list-style-type: none"> • Internal (or) Endogenous Causes: relate to organization, structure, production channel, distribution channel, technical know-how, etc. • External (or) Exogenous Causes: Changes of Government Policy, lack and shortage of demand for the product are the cause of external factors.
6	<p>Write any four internal causes of industrial sickness.</p> <ul style="list-style-type: none"> • Poor management prevailing in the industry • Poor quality maintenance and production capacity • Poor utilization of capacity • Lack of managing strategies.
7	<p>Write any four external causes of industrial sickness.</p> <ul style="list-style-type: none"> • Shortage of working capital • Continuous industrial strikes and labor unrest • Recessionary trends hovering in the economy • Lack and shortage of demand for the product.
8	<p>What are the causes of slow growth of Industrial Entrepreneurship in India?</p> <ul style="list-style-type: none"> • Improper Policy • Change of government • Environment Factor etc.
9	<p>What are the important Government Policies?</p> <ul style="list-style-type: none"> • The generation of immediate employment opportunity with relatively low investment. • The promotion of more equitable distribution of national income.
10	<p>What is BIFR?</p> <p>The Board of Industrial and Financial Reconstruction (BIFR) is an agency of the government of India, Part of the department of financial service of the Ministry of Finance. Its objective is to determine sickness of industrial companies and to assist in reviving those that may be viable and shutting down the others.</p>
11	<p>What are the stages of Growth?</p> <ul style="list-style-type: none"> • Startup stage • Growth stage • Expansion stage • Maturity stage <p>Decline stage</p>
12	<p>List the types of Growth strategies.</p> <ul style="list-style-type: none"> • Internal Growth Strategies <ul style="list-style-type: none"> ○Expansion ○Diversification • External Growth Strategies <ul style="list-style-type: none"> ○Joint Ventures ○Mergers ○Sub Contracting

13	<p>State the growth strategies in small Industry.</p> <ul style="list-style-type: none"> • Market segmentation • Leveraging partnerships • Use checklists • Acquisitions • Become a leader in the industry. <p>Not every strategy will be right but some of these might offer an opportunity.</p>									
14	<p>What is the difference between expansion and diversification?</p> <table border="1" data-bbox="331 432 1385 1070"> <thead> <tr> <th data-bbox="331 432 451 533">SI No</th> <th data-bbox="451 432 890 533">Expansion</th> <th data-bbox="890 432 1385 533">Diversification</th> </tr> </thead> <tbody> <tr> <td data-bbox="331 533 451 808">1</td> <td data-bbox="451 533 890 808">Expansion is one of the forms of internal growth of business. It means enlargement or increase in the same line of activity.</td> <td data-bbox="890 533 1385 808">Diversification involves selling a new product to a new product.</td> </tr> <tr> <td data-bbox="331 808 451 1070">2</td> <td data-bbox="451 808 890 1070">The enterprise grows its own without joining hands with any other enterprise.</td> <td data-bbox="890 808 1385 1070">Even though knowledge bases appear to be new, some diversification strategies are best explained through a discussion of the value-added chain.</td> </tr> </tbody> </table>	SI No	Expansion	Diversification	1	Expansion is one of the forms of internal growth of business. It means enlargement or increase in the same line of activity.	Diversification involves selling a new product to a new product.	2	The enterprise grows its own without joining hands with any other enterprise.	Even though knowledge bases appear to be new, some diversification strategies are best explained through a discussion of the value-added chain.
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15	<p>What are the three forms of Expansion?</p> <ul style="list-style-type: none"> • Penetration Strategy • Market development strategy Product development strategy. 									
16	<p>Define the term magnitude?</p> <p>An order of magnitude is an exponential change of plus or minus 1 in the value of a quantity or unit. The term is generally used in conjunction with the Power of 10.</p>									
17	<p>What are the three types of Diversification?</p> <ul style="list-style-type: none"> • Backward Integration • Forward Integration Horizontal Integration 									
18	<p>Define Franchising.</p> <p>A franchise is a form of business ownership created by contract where by a company grants a buyer the rights to engage in selling (or) distributing its products (or) services under a prescribed business format in exchange for royalties (or) shares of profits.</p>									
19	<p>What are the types of Franchising?</p> <ul style="list-style-type: none"> • Territorial Franchise • Operating Franchise • Mobile Franchise • Distributorship • Co-ownership • Leasing 									
20	<p>What are the types of Franchiser?</p> <ul style="list-style-type: none"> • Manufacturers and wholesalers 									

	<ul style="list-style-type: none"> • Manufacturers and Retailers • Wholesalers and Retailers <p>Retailers and Retailers</p>						
21	<p>What are the contents of Franchise Agreement?</p> <ul style="list-style-type: none"> • Premises • Legal requirements • Building and construction • Equipment • Book-keeping, Finance and Organization <p>General Information.</p>						
22	<p>Define Joint Venture.</p> <p>A joint venture is a strategic alliance where two (or) more people (or) companies agree to contribute goods, services and (or) capital to a common commercial enterprises.</p>						
23	<p>List any four content of joint venture agreement?</p> <ul style="list-style-type: none"> • The parties involved • The objectives of the joint venture • Financial contributions <p>Intellectual properly developed by the participant in the joint venture.</p>						
24	<p>When companies do prefer joint ventures?</p> <p>Joint ventures may involve companies in one (or) more countries. International joint ventures in particular are becoming more Popular, especially in capital-intensive industries such as oil and gas exploration, mineral extraction, and metal processing. Joint ventures become more attractive as a way to share risks and costs and create scale economies.</p>						
25	<p>What is the difference between merger and acquisition?</p> <table border="1"> <thead> <tr> <th>SI No</th> <th>Merger</th> <th>Acquisition</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>A transaction involving two (or) more companies in the exchange of securities and only one company survives.</td> <td>An acquisition is the purchase of an entire company (or) part of a company by definition the company is completely absorbed and no longer exists independently.</td> </tr> </tbody> </table>	SI No	Merger	Acquisition	1	A transaction involving two (or) more companies in the exchange of securities and only one company survives.	An acquisition is the purchase of an entire company (or) part of a company by definition the company is completely absorbed and no longer exists independently.
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26	<p>What are the types of merger?</p> <ul style="list-style-type: none"> • Horizontal Merger • Vertical Merger <p>Conglomerate Merger</p>						
27	<p>What is conglomerate merger?</p> <p>Conglomerate merger is a type of combination which a firm established in one industry combines with another firm in another unrelated industry. Such merger move for diversification of risk constitutes the rational.</p>						
28	<p>What is Sub-Contracting?</p> <p>Sub-contracting is a type of work contract that seeks out source certain types of work to other companies. Sub-contracting is done when the general contractor does not have the time (or) skills to perform certain skills.</p>						
29	<p>Define venture capital. Mention any two sources from which it can be received.</p> <p>Venture capital funds made available for startup firms and small businesses with exceptional growth Potential management and technical expertise are often also</p>						

	provided it also called risk capital. Sources from which it can be received are: 1. Venture capitalist 2. Financial institutions like Bank, IFCI, SBI, ICICI, etc.
30	<p>What are the factors covered in the final contract?</p> <ul style="list-style-type: none"> • Detail Contract Agreement • Agreement Deed • Consideration • Time Period • Purpose of Contract <p>Person Involved etc.</p>
	PART – B
1	<p>Discuss about how expansion plans, Diversification and ventures help the growth of the business in auto sector. Nov 2017 Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:315</p>
2	<p>Enumerate the government of India Policy for small scale enterprises with examples. Nov 2017 Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:177</p>
3	<p>What is Diversification? Discuss the basis of diversification in entrepreneurship. [April 2014] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:316</p>
4	<p>Explain joint venture and Merger. [April 2015] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:317</p>
5	<p>Describe the government Policy for small scale enterprises to support the entrepreneur. [April 2012] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:177</p>
6	<p>Explain the concept of Industrial sickness and the magnitude of sickness problem of SMEs (Small and Medium Enterprises) in India during 10th plan period. [April 2011] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:326</p>
7	<p>Discuss the features of Sick Industrial Companies Act 1985 and the measures taken and suggestions of the Act. [April 2011] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:322</p>
8	<p>Illustrate the cause and consequences of sickness in small business. Suggest measures to overcome such sickness [April 2010] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:333</p>
9	<p>What are the financial risks faced by a small business? Discuss the reason for Bankruptcy and remedial actions against them. [April 2010] Ref: Entrepreneurship Development By S.S.Khanka, Pg. No:72</p>