



# CBGS SCHEME

18MBA26

## Second Semester MBA Degree Examination, Aug./Sept. 2020 Entrepreneurship Development

Time: 3 hrs.

Max. Marks: 100

**Note: 1. Answer any FOUR full questions from Q1 to Q7.**

**2. Question No.8 is compulsory.**

- 1 a. Who is an entrepreneur? (03 Marks)  
b. What is 3-circle model of a family business? (07 Marks)  
c. Explain the process of business plan in detail. (10 Marks)
- 2 a. Expand NABARD, SIDBI, and SIDCO. (03 Marks)  
b. Distinguish between domestic and international entrepreneur. (07 Marks)  
c. Explain the challenges and opportunities of rural entrepreneur. (10 Marks)
- 3 a. Who is pure entrepreneur? (03 Marks)  
b. Explain rights and responsibilities of shareholders of a family business. (07 Marks)  
c. Explain barriers to International trade. (10 Marks)
- 4 a. What do you mean by social entrepreneurship? (03 Marks)  
b. Explain stages in entrepreneurial process. (07 Marks)  
c. Explain objectives and functions of SIDCO. (10 Marks)
- 5 a. What do you mean by venture capital? (03 Marks)  
b. Discuss the highlights of latest industrial policy of Government of India. (07 Marks)  
c. Discuss various steps in venture capital process. (10 Marks)
- 6 a. Who is drone entrepreneur? (03 Marks)  
b. Describe various strategies for improving capabilities of family business. (07 Marks)  
c. Explain stages of economic development. (10 Marks)
- 7 a. What is Make – in – India and Start – up – India? (03 Marks)  
b. What is single window? What are the advantages of single window? (07 Marks)  
c. Explain modes of entry of an entrepreneur into international business. (10 Marks)
- 8 CASE STUDY [Compulsory]

Mr. Roy owned a family business, which is into manufacturing of electric generators. Immediately after his graduation he took over the business and succeeded in running the business successfully. Mr. Roy has two children, Riya and Rohan an electrical engineering was working as a departmental head in a MNC in Russia, Riya, a Computer Science Engineer had been assisting her father in the business, till she got married to Akash, a businessman. Riya was appreciated for having good business, acume like her father; but she quit working after her marriage to Akash in 2011. Akash is also known for his intelligence and diplomacy in dealing with his client. In 2013, after death of Mr. Roy, Mrs. Roy took care of the business for few months and the Rohan was forced to take over the position of his father though Rohan is trying to adopt the business, he is unable to manage the business as successful as his father. Employees working in the firm are now expressing their discontent and preferred Riya to take over the charge. Mrs. Roy who is still the head of the company is now thinking to improve form of the business.

### Questions :

- a. Do you think a proper succession planning would have avoided the present problem? Justify. (05 Marks)
- b. Advise Mrs. Roy to design a succession planning. (05 Marks)
- c. Do you think Mrs. Roy should involve Riya and Akash into the business? (05 Marks)
- d. What advice would you give to Riya, Rohan and Akash for improving the business? (05 Marks)

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Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.  
2. Any revealing of identification, appeal to evaluator and /or equations written eg, 42+8 = 50, will be treated as malpractice.