REV-01
BBLB/37/42

2025/12

SET A

BBA LLB
FIRST SEMESTER
ENTREPRENEURIAL DEVELOPMENT
BBLB – 104

[USE OMR FOR OBJECTIVE PART]

Duration: 3 hrs. **Full Marks: 70**

(Objective)

Time: 30 min. **Marks: 20**

Choose the correct answer from the following: ***1×20=20***

1. An entrepreneur is best defined as:
   a. A risk-avoiding investor
   b. A person who initiates, organizes, and manages a business venture
   c. A government officer
   d. A production worker
2. Entrepreneurship primarily involves:
   a. Routine management
   b. Innovation and risk-taking
   c. Government service
   d. Wage employment
3. Which of the following is not a characteristic of a successful entrepreneur?
   a. Risk-taking ability
   b. Leadership
   c. Indecisiveness
   d. Vision
4. Leadership in entrepreneurship refers to:
   a. Dictating employees
   b. Influencing and guiding others toward goals
   c. Avoiding decisions
   d. Financial planning only
5. Business planning helps an entrepreneur in:
   a. Avoiding goals
   b. Defining strategies and forecasting growth
   c. Reducing motivation
   d. Increasing costs
6. The term "entrepreneur" was first introduced by:
   a. Schumpeter
   b. Richard Cantillon
   c. Peter Drucker
   d. Adam Smith
7. According to Schumpeter, the entrepreneur is:
   a. A risk-bearer
   b. An innovator
   c. A manager
   d. A financier
8. Emergence of the entrepreneurial class depends largely on:
   a. Hereditary factors
   b. Socio-economic environment
   c. Political factors alone
   d. Cultural isolation
9. McClelland's theory of entrepreneurship focuses on:
   a. Need for Achievement
   b. Need for Power
   c. Risk Aversion
   d. Need for Security

10. The socio-economic environment influences entrepreneurship by:
    a. Creating opportunities and resources
    b. Limiting education
    c. Restricting innovation
    d. Reducing trade

11. Opportunity analysis in entrepreneurship refers to:
    a. Avoiding new ventures
    b. Identifying and evaluating business possibilities
    c. Routine accounting
    d. Resource wastage

12. Environmental analysis involves:
    a. Economic, social, and technological factors
    b. Only cultural factors
    c. Only financial analysis
    d. Marketing only

13. Competitive analysis helps an entrepreneur:
    a. To understand market rivals and positioning
    b. To avoid competition
    c. To depend on monopoly
    d. To reduce customer satisfaction

14. Legal requirements for establishing a new unit include:
    a. Registration, licenses, and tax compliance
    b. Advertising
    c. Market surveys only
    d. Branding activities

15. The main sources for raising funds for a new venture include:
    a. Development banks, financial institutions, and investors
    b. Personal borrowing only
    c. Government grants alone
    d. Tax evasion

16. Industrial Policy of the Government aims at:
    a. Regulating industrial growth
    b. Discouraging entrepreneurship
    c. Promoting monopoly
    d. Restricting private sector

17. Industrial estates are developed to:
    a. Provide basic infrastructure for small industries
    b. Restrict industrialization
    c. Increase taxes
    d. Maintain monopoly

18. Which of the following is a Central-level promotional agency for entrepreneurs in India?
    a. NABARD
    b. SIDBI
    c. RBI
    d. SEBI

19. The role of State Financial Corporations (SFCs) is to:
    a. Provide medium and long-term finance to industries
    b. Control imports
    c. Frame industrial policy
    d. Manage trade fairs

20. Development Banks play an important role in:

a. Promoting industrial and entrepreneurial development
b. Tax administration
c. Political campaigns
d. Agricultural marketing

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Descriptive

Time : 2 hrs. 30 min. **Marks : 50**

[Answer question no.1 & any four (4) from the rest]

1. Define entrepreneurship. Explain its importance in economic development. 3+7=10

2. Describe the key characteristics of an entrepreneur. Discuss the importance of leadership and risk-taking in entrepreneurship. 5+5=10

3. Explain ANY THREE major theories of entrepreneurship? 10

4. Discuss the role of socio-economic environment in the development of entrepreneurship. 10

5. What is opportunity analysis? Explain the importance of external environmental analysis in entrepreneurship. 4+6=10

6. Describe the legal requirements and sources of finance for establishing a new business unit. 3+7=10

7. Explain the industrial policy of the Government and the role of industrial estates in promoting entrepreneurship. 5+5=10

8. Discuss the role of development banks and financial institutions in supporting entrepreneurs. 10

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