

**BBA LLB  
FIRST SEMESTER  
ENTREPRENEURIAL DEVELOPMENT  
BBLB – 104  
(USE OMR FOR OBJECTIVE PART)**

**SET  
A**

Duration: 3 hrs.

Full Marks: 70

Time: 30 min.

[ Objective ]

Marks: 20

*Choose the correct answer from the following:*

*1 × 20 = 20*

1. SIDO stands for \_\_\_\_\_
  - a. Small Industries Developing Organization
  - b. Small Industries Development Organization
  - c. Short Industries Development Organization
  - d. Small Industries Deployment Organization
2. An \_\_\_ in a tract of land which is subdivided and developed according to a comprehensive plan for the use of a community of industrial enterprises.
  - a. Industrial plan
  - b. Industrial Estate
  - c. Industrial unit
  - d. None of the above
3. What should be considered while developing business plan?
  - a. Preciseness
  - b. Do not conceal any information
  - c. Avoid using special or technical word
  - d. All
4. An individual who has no prior business founder, inheritor of a business, or a purchaser of a business is called a(n) entrepreneur.
  - a. Habitual
  - b. Novice
  - c. Serial
  - d. Portfolio
5. According to Schumpeter, entrepreneurs are:
  - a. Innovator
  - b. Executor
  - c. Performer
  - d. Uncertainty bearer
6. Entrepreneurship Development Program is helpful for:
  - a. First-generation entrepreneurs
  - b. Future generation entrepreneurs
  - c. Existing Entrepreneurs
  - d. None of the above
7. An individual who discovers an idea to start a business and then builds a business to give birth to his idea.
  - a. Business Entrepreneur
  - b. Trading Entrepreneur
  - c. Industrial Entrepreneur
  - d. Corporate Entrepreneur
8. According to Prof Knight, profit is the reward for --
  - a. Innovation
  - b. Capital
  - c. Foreseeable risks
  - d. Uncertainty bearing

9. Which of these theories involve taking a moderate amount of risk as a function of skill and not chance?
- |                         |                          |
|-------------------------|--------------------------|
| a. Need for achievement | b. Need for affiliation  |
| c. Need for authority   | d. Need for independence |
10. NIESBUD stands for \_\_\_\_
- |   |   |
|---|---|
| a. National Institution for Entrepreneurship & Small Business Development | b. National Institute for Enterprise & Small Business Development       |
| c. National Institute for Entrepreneurship & Small Business Development   | d. National Institute for Entrepreneurship & Small Business Development |
11. He transforms an idea into reality by focusing on innovation and creativity in the internal organizational environment.
- |                          |                           |
|--------------------------|---------------------------|
| a. Adoptive Entrepreneur | b. Imitative Entrepreneur |
| c. Copreneurs            | d. Intrapreneurs.         |
12. Which one is not the long term source of finance
- |               |                            |
|---------------|----------------------------|
| a. Shares     | b. Debentures              |
| c. Term loans | d. Certificate of deposits |
13. Factory act 1948 has not include the provision about-
- |                       |                                 |
|-----------------------|---------------------------------|
| a. health of workers  | b. safety of workers            |
| c. welfare of workers | d. rules about wages of workers |
14. Entrepreneurial motivation naff represents
- |                |                |
|----------------|----------------|
| a. Affiliation | b. Affection   |
| c. Affinity    | d. Affirmation |
15. The selection of best alternative from many alternatives is known as\_\_\_\_\_.
- |               |                    |
|---------------|--------------------|
| a. Selection  | b. Decision-making |
| c. organizing | d. Budgeting       |
16. What leadership style is used to maintain a strong control in the department?
- a)Laissez- faire  
b)Democratic  
c)Collegial  
d)Autocratic
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a) Laissez-faire

b) Democratic

This is a conventional distinction made between managers and leaders

- |  |   |
|--|---|
| a. Managers maintain while leaders develop | b. Managers innovate while leaders administer |
| c. Managers inspire while leaders control  | d. Managers originate while leaders imitate   |

17. Leadership is the ability to

- |  |                     |
|--|---------------------|
| a. influence others                                  | b. motivate others  |
| enable others to contribute towards                  |                     |
| c. the effectiveness and success of the organization | d. all of the above |

18. Someone who is devoted to one venture at a time but ultimately starts many. He repeatedly starts businesses and grows them to a sustainable size and then sells them off.

- |                              |               |
|------------------------------|---------------|
| a. Serial Entrepreneur       | b. Novice     |
| c. Professional Entrepreneur | d. Innovative |

19. Why business plan is needed?

- |                                  |                               |
|----------------------------------|-------------------------------|
| a. For obtaining finance         | b. For evaluating performance |
| c. For identifying opportunities | d. All of the above           |

20. The main objective of Industrial Policy of India

- |   |                           |
|---|---------------------------|
| a. To maintain sustained growth in productivity | b. To increase employment |
| c. Optimal utilization of resources             | d. All the above          |

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**( Descriptive )**

Time : 2 hrs. 30 min.

Marks : 50

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

- |  |        |
|--|--------|
| 1. a. Write the role of an entrepreneurs.              | 5+5=10 |
| b. Write the characteristics of entrepreneurs .        |        |
| 2. a. Define entrepreneurship.                         | 2+8=10 |
| b. Write what are the different types of entrepreneurs |        |
| 3. a. Discuss innovation theory.                       | 5+5=10 |
| b. Discuss need achievement theory                     |        |
| 4. Discuss new industrial policy                       | 10     |
| 5. Describe legal requirements of business             | 10     |
| 6. Describe the role of developmental banks .          | 10     |
| 7. Write a note on industrial estates                  | 10     |
| 8. a. Write a note on external environmental analysis  | 5+5=10 |
| b. Discuss technological environment.                  |        |

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