

**MBA**  
**FOURTH SEMESTER**  
**Entrepreneurship Development & Small Business Management**  
**MBA-401**

Duration: 3 Hrs.

Marks: 70

{ PART : A (OBJECTIVE) = 20 }  
{ PART : B (DESCRIPTIVE) = 50 }

[ PART-B : Descriptive ]

Duration: 2 Hrs. 40 Mins.

Marks: 50

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

1. Explain the role of Information Technology in promoting Entrepreneurship. (10)

OR

Write about an innovative business which according to you will benefit the North East India.

2. What do you mean by Entrepreneurship? Elucidate in brief, the factors that promote Entrepreneurial Activities. (4+6=10)

3. "Micro Small & Medium Businesses" are engines of growth for an economy - Justify. (10)

4. Define Business Plan. What are the essential contents of a Business Plan? Write in brief, how a business plan is prepared? (3+3+4=10)

5. "Boards" are created essentially to serve specific sectors and help facilitate economic growth. Name few "Boards" that are operational in India. Write in brief about one such "Board". (4+6=10)

6. Explain the role of any two of the following Institutions: (2×5=10)  
a. KVIC      b. MSME-DI      c. NABARD      d. IIE      e. BSE

7. Define any two: (2×5=10)  
a. Working Capital      b. Business Environment  
c. Start-up      d. Net Present Value

8. Elaborate upon the characteristics of a successful entrepreneur. What are the required competencies for entrepreneurship? (5+5=10)

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[ PART-A : Objective ]

Choose the correct answer from the following:

1X20=20

1. As per the provisions of the MSME Act 2006, a manufacturing entity under the small sector had an outlay of:  
 a. 15 lakhs  
 b. 25 lakhs  
 c. 30 lakhs  
 d. 50 lakhs
2. A person who perceives an \_\_\_ and creates an organization to pursue it, is called \_\_\_\_.  
 a. Innovation, Enterprise  
 b. Opportunity, Organization  
 c. Opportunity, Enterprise  
 d. Innovation, Organization
3. B.E.P. is expressed in terms of:  
 a. Total cost/ sales.  
 b. Total cost/ selling price.  
 c. Total cost/ selling price per unit.  
 d. Total cost/ cost price per unit.
4. B.E.P. is achieved when:  
 a. There is no profit  
 b. There is no loss  
 c. Selling price equals the cost price  
 d. Revenue equals the total costs
5. Sustainable Development Goals 2030 as stated by UN, includes \_\_\_\_\_ stated Goals.  
 a. Seven  
 b. Seventeen  
 c. Seventy  
 d. Seven hundred
6. Innovation is the process of \_\_\_ something new, which redefines \_\_\_\_\_.  
 a. Inventing, Creativity  
 b. Creating, Value  
 c. Creating, Creativity  
 d. Developing, Research

7. A step by step outline of how an entrepreneur or the owner of an enterprise expects to turn ideas into reality, is:  
 a. A business plan  
 b. A strategic plan  
 c. A routine plan  
 d. A tactical plan
8. A person who ventures to organize and manage an enterprise driven by innovations involving considerable amount of risk, is referred to as:  
 a. An Innovator  
 b. A Manager  
 c. A Chief Technology Officer  
 d. An Entrepreneur
9. "entreprendre" means  
 a. Being Enterprising  
 b. To Undertake  
 c. Entrepreneurship  
 d. Assume Risk
10. A typical market life cycle, product life cycle or a technology life cycle involves \_\_\_ number of stages.  
 a. Three  
 b. Four  
 c. Five  
 d. Six
11. Which of the following work environments facilitate spawning of new enterprises?  
 a. Research & Development  
 b. Finance and Manpower  
 c. Material and Finance  
 d. Market and Finance
12. \_\_\_\_\_ acts as a barrier to new product development.  
 a. Manpower  
 b. Market  
 c. Material  
 d. Cost
13. "Scanning the environment for opportunities..." refer to:  
 a. Business Environment and Latent Demand  
 b. Demand and supply  
 c. SWOT and PEST analysis  
 d. Profitability analysis
14. Investors facilitating the creation of new enterprises/ start-ups are known as:  
 a. Angel investors  
 b. Venture capitalist  
 c. Both a and b  
 d. Neither a nor b

15. Which of the following is not a characteristic of a business plan?

- a. Flexible
- b. Specific
- c. Generalized
- d. Robust

16. Which of the following is a useful tool for business decision making, specifically in selection of projects?

- a. Cash Budgeting
- b. Capital Budgeting
- c. Budgeting
- d. Fund Flow Statements

17. \_\_\_\_\_ provides the manager with a idea of the time to be taken for a proposal to return its initial investments.

- a. Return on Investment
- b. Return on Capital
- c. Gestation Period
- d. Pay Back Period

18. Which of the following essentially promotes and funds Agriculture and Rural Development?

- a. CAPART
- b. NABARD
- c. NIRD
- d. SIRD

19. "One Person Company" is Registered as:

- a. A Proprietorship Firm
- b. A Company
- c. A Limited Concern
- d. A Firm

20. Which of the following initiatives are directed towards promotion of entrepreneurship in India?

- a. Start up India
- b. Make in India
- c. Both a and b
- d. Neither a nor b

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# UNIVERSITY OF SCIENCE & TECHNOLOGY, MEGHALAYA



## Question Paper CUM Answer Sheet

### [PART (A) : OBJECTIVE]

Serial no. of the main  
Answer sheet

Course : .....

Semester : ..... Roll No : .....

Enrollment No : ..... Course code : .....

Course Title : .....

Session : ..... 2016-17 ..... Date : .....

#### Instructions / Guidelines

- The paper contains twenty (20) / ten (10) questions.
- The student shall write the answer in the box where it is provided.
- The student shall not overwrite / erase any answer and no mark shall be given for such act.
- Hand over the question paper cum answer sheet (Objective) within the allotted time (20 minutes / 10 minutes) to the invigilator.

Full Marks	Marks Obtained	Remarks
20		

Scrutinizer's Signature

Examiner's Signature

Invigilator's Signature