

Roll No. ....

Total Pages : 02

**OMMS/M-20**

**13153**

**ENTREPRENEURSHIP DEVELOPMENT**

**CP-401**

Time : Three Hours]

[Maximum Marks : 70

**Note :** Attempt *eight* questions from Part A carrying 5 marks each and *three* questions from Part B carrying 10 marks each.

**Part A**

1. Discuss the concept of entrepreneur and entrepreneurship.
2. Discuss in brief the stages in entrepreneurial process.
3. How can you convert the ideas into opportunities ?
4. Why to make a business plan ?
5. What are the components of marketing plan ?
6. What is the role of external parties in the growth of a business ?
7. Give *five* examples of acquisitions.
8. Differentiate between Merger and Acquisition.

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9. What kind of role the government is playing in entrepreneurship development ?
10. Differentiate between creativity and innovation.

**Part B**

11. Discuss the environmental factors affecting the success of new 'IT' business.
12. What are the different creative problem solving techniques ? Out of these techniques, which one is best and why ?
13. "For preparing final project report, various feasibility studies are required." Explain the statement.
14. What are the methods being used by entrepreneur to start a new business ? If you want to expand the business, will the methods remain same or different ? Discuss.
15. "Development of the women entrepreneurs is the key entrepreneurship development programmes in India." Elucidate.