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**Question Paper Code : X 85118**

M.B.A. DEGREE EXAMINATIONS, NOVEMBER/DECEMBER 2020  
Elective  
BA 5014 – ENTREPRENEURSHIP DEVELOPMENT  
(Regulations 2017)

Time : Three Hours

Maximum : 100 Marks

Answer ALL questions

PART – A

(10×2=20 Marks)

1. Define Entrepreneur.
2. List out the characteristics of successful entrepreneur.
3. What is business environment ?
4. Define Entrepreneurship development program.
5. What is Idea generation ?
6. What is the difference between financial analysis and market analysis ?
7. Define Working capital management.
8. List out any 4 different types of inventory management techniques.
9. Define Industry sickness.
10. What is the difference between internal evaluation and external evaluation ?

PART – B

(5×13=65 Marks)

11. a) Explain the different types of entrepreneurs personality with suitable examples.  
(OR)  
b) Briefly explain the key qualities of entrepreneurs with suitable examples.
12. a) Describe the need and objectives of executive development program with suitable examples.  
(OR)  
b) “Feasibility of business environment is one of the key factor for successful entrepreneur”, construct your arguments on this statement with suitable examples from Indian automobile industry.



13. a) Explain the criteria for selecting the feasible projects. Explain your arguments with suitable examples.

(OR)

b) Describe the different types of project appraisal methods with suitable examples.

14. a) Define Inventory management. Explain the importance and objectives of inventory management with suitable examples.

(OR)

b) Define Training. Briefly explain the methods of training in the field of entrepreneurship.

15. a) Define Sick Industrial Companies Act (SICA), 1985. Explain its important provisions with valid arguments.

(OR)

b) Describe the check list to be prepared for an effective organization.

PART – C

(1×15=15 Marks)

16. a) Sankar was developing a business plan for his organization. While working on the financial plan he realised that his financial requirements will be for fixed assets and their installation, preliminary expenses, working capital expenses on research and development and investment in short term assets viz, raw material, level of cash etc., To decide on the sources of funds for the venture, he tried to ensure the selection of the best overall mix of the financing for the enterprises.

**Questions :**

i) Identify and suggest the sources of finance and financial plan. (5)

ii) Why is it important for an entrepreneur to ensure the selection of the best overall mix of financing for the enterprise ? Justify your arguments with suitable examples. (10)

(OR)

b) You started a beauty parlour business. You spent INR 5,00,000 to open the parlour of which you invested INR 3,00,000/- of your own money and borrowed a loan for INR2,00,000. Interest rate per annum is 4%. Sales revenue per month is INR35,000. Cost of goods sold is INR10,000 per month. Fixed income per month is INR15,000 (Salary INR 7,000, rent and utility INR 8,000), depreciation INR1,000/- and tax @ 8%.

**Questions :**

i) Calculate the return on equity. (8)

ii) Develop a financial feasibility of the beauty parlour. (7)