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(To be filled in the
OMR Sheet)

प्रश्नपुस्तिका क्रमांक
Question Booklet No.

3008434

O.M.R. Serial No.

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प्रश्नपुस्तिका सीरीज
Question Booklet Series
D

BBA (Fifth Semester) Examination, February/March-2022

BBA-502(N)

Entrepreneurship & Small Business Management

(for Regular Ex & B.P. Students)

Time : 1:30 Hours

Maximum Marks-100

जब तक कहा न जाय, इस प्रश्नपुस्तिका को न खोलें

- निर्देश : -
1. परीक्षार्थी अपने अनुक्रमांक, विषय एवं प्रश्नपुस्तिका की सीरीज का विवरण यथास्थान सही- सही भरें, अन्यथा मूल्यांकन में किसी भी प्रकार की विसंगति की दशा में उसकी जिम्मेदारी स्वयं परीक्षार्थी की होगी।
 2. इस प्रश्नपुस्तिका में 100 प्रश्न हैं, जिनमें से केवल 75 प्रश्नों के उत्तर परीक्षार्थियों द्वारा दिये जाने हैं। प्रत्येक प्रश्न के चार वैकल्पिक उत्तर प्रश्न के नीचे दिये गये हैं। इन चारों में से केवल एक ही उत्तर सही है। जिस उत्तर को आप सही या सबसे उचित समझते हैं, अपने उत्तर पत्रक (O.M.R. ANSWER SHEET) में उसके अक्षर वाले वृत्त को काले या नीले बाल प्वाइंट पेन से पूरा भर दें। यदि किसी परीक्षार्थी द्वारा निर्धारित प्रश्नों से अधिक प्रश्नों के उत्तर दिये जाते हैं तो उसके द्वारा हल किये गये प्रथमतः यथा निर्दिष्ट प्रश्नोत्तरों का ही मूल्यांकन किया जायेगा।
 3. प्रत्येक प्रश्न के अंक समान हैं। आप के जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
 4. सभी उत्तर केवल ओ०एम०आर० उत्तर पत्रक (O.M.R. ANSWER SHEET) पर ही दिये जाने हैं। उत्तर पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
 5. ओ०एम०आर० उत्तर पत्रक (O.M.R. ANSWER SHEET) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाय।
 6. परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी प्रश्नपुस्तिका बुकलेट एवं ओ०एम०आर० शीट पृथक-पृथक उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें।
 7. निगेटिव मार्किंग नहीं है।

महत्वपूर्ण : -

प्रश्नपुस्तिका खोलने पर प्रथमतः जाँच कर देख लें कि प्रश्नपुस्तिका के सभी पृष्ठ भलीभाँति छपे हुए हैं। यदि प्रश्नपुस्तिका में कोई कमी हो, तो कक्ष निरीक्षक को दिखाकर उसी सीरीज की दूसरी प्रश्नपुस्तिका प्राप्त कर लें।

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1. _____ is primarily concerned with the identification of the project demand potential and the selection of the optimal technology.
 - (A) Techno-economic analysis
 - (B) Feasibility analysis
 - (C) Input analysis
 - (D) Financial analysis
2. The term _____ denotes bonus or financial aid which is given by a government to an industry to help it compete with other units
 - (A) Incentive
 - (B) Subsidy
 - (C) Bounty
 - (D) Concession
3. In _____, machines and equipments are arranged in the order or sequence in which they are to be used for manufacturing the product
 - (A) Factory Layout
 - (B) Product Layout
 - (C) Process Layout
 - (D) Combined Layout
4. _____ is a form of financing especially for funding high technology, high risk and perceived high reward projects
 - (A) Fixed capital
 - (B) Current capital
 - (C) Seed capital
 - (D) Venture capital

5. PERT stands for _____.
- (A) Programme Evaluation and Research Techniques
 - (B) Project Evaluation and Review Techniques
 - (C) Programme Evaluation and Review Techniques
 - (D) Project Evaluation and Research Techniques
6. EDPs course contents contains _____
- (A) General introduction to entrepreneurs
 - (B) Motivation training
 - (C) Managerial skills
 - (D) All the above
7. _____ is the first development bank of the country.
- (A) ICICI
 - (B) IDBI
 - (C) SFC
 - (D) IFCI
8. Primary data is _____.
- (A) The most important data
 - (B) The data that is collected first
 - (C) New data specifically collected for a project
 - (D) Date that is collected second
9. A new venture's business plan is important because _____.
- (A) It helps to persuade others to commit funding to the venture
 - (B) Can help demonstrate the viability of the venture
 - (C) Provides a guide for business activities by defining objectives
 - (D) All the above

10. Good sources of information for an entrepreneur about competitors can be obtained from_____.
- (A) Websites
 - (B) Product information leaflets
 - (C) Company reports and published accounts
 - (D) All the above
11. Which of the following factors would not be included in a PESTLE analysis?
- (A) Government re-cycling policy
 - (B) Proposed reduction in interest rates
 - (C) Competitor activity
 - (D) Demographic changes
12. Indian Entrepreneurship Development Institute is located_____
- (A) In Ahmedabad
 - (B) In Mumbai
 - (C) In New Delhi
 - (D) In Chennai
13. Entrepreneur_____
- (A) Is born
 - (B) Is created
 - (C) (A) and (B) both
 - (D) None of these
14. Which of the following statements does not explain the difference between entrepreneurship and management_____
- (A) Entrepreneurs find the business, managers run it
 - (B) Entrepreneurs own their business, managing employees
 - (C) Entrepreneurs earn profit, managers get salary
 - (D) Entrepreneurs is a one time job, management is an ongoing process.

15. Which of the following is not an entrepreneurial work in economics_____
- (A) Taking risks
 - (B) Provision of capital and organization of production
 - (C) Innovation
 - (D) Conducting day-to-day business.
16. The Entrepreneurship Development Program in India is _____
- (A) Required
 - (B) Unnecessary
 - (C) Waste of time
 - (D) Waste of money
17. Which of the following behaviors is not associated with a successful entrepreneurship_____
- (A) R & D
 - (B) Running your business on a day to day basis
 - (C) Continuous innovation and urgency
 - (D) Production as per customer's requirement
18. They enter into entrepreneurship because of various governmental supports provided in terms of financial assistance, incentives, concession, and other facilities to the people who want to set up their new enterprises". Which type of entrepreneur is being discussed in the above lines?
- (A) Induced Entrepreneurs
 - (B) Motivated Entrepreneurs
 - (C) Spontaneous Entrepreneurs
 - (D) Imitative Entrepreneurs
19. Identify the type of entrepreneurs who develop alternative projects by selling the running business.
- (A) Trading Entrepreneurs
 - (B) Technical Entrepreneurs
 - (C) Business Entrepreneurs
 - (D) Professional Entrepreneurs

20. To which type of entrepreneurs Hero Motor Corp and Hyundai Corporation belong to?
- (A) Trading Entrepreneurs
 - (B) First generation Entrepreneurs
 - (C) Business Entrepreneurs
 - (D) Industrial Entrepreneurs
21. Which of the following type of Entrepreneurs are also known as pure entrepreneurs because of their desire for self-fulfillment?
- (A) Spontaneous Entrepreneurs
 - (B) Technical Entrepreneurs
 - (C) Business Entrepreneurs
 - (D) Professional Entrepreneurs
22. _____ type are entrepreneurs are found in the field of small trading and manufacturing concerns.
- (A) Trading Entrepreneurs
 - (B) First generation Entrepreneurs
 - (C) Business Entrepreneurs
 - (D) Innovative Entrepreneurs
23. Good sources of information for an entrepreneur about competitors can be obtained from_____.
- (A) Websites
 - (B) Product information leaflets
 - (C) Company reports and published accounts
 - (D) All the above
24. To provide financial assistance to entrepreneurs the government has set up a number of _____.
- (A) Financial advisors
 - (B) Financial intermediaries
 - (C) Industrial estates
 - (D) Financial institutions

25. Which of the following is the reason for business failure _____
- (A) Lack of market research
 - (B) Poor financial control
 - (C) Poor management
 - (D) All the above
26. Which industrial sector tends to naturally promote small-scale businesses and Entrepreneurship, and generally has lower barriers to market entry?
- (A) Service
 - (B) Manufacturing
 - (C) Distribution
 - (D) Agriculture
27. To provide financial assistance to entrepreneurs the government has set up a number of _____.
- (A) Financial advisors.
 - (B) Financial intermediaries.
 - (C) Industrial estates.
 - (D) Financial institutions.
28. Why should an entrepreneur do a feasibility study for starting a new venture?
- (A) To identify possible sources of funds
 - (B) To see if there are possible barriers to success.
 - (C) To estimate the expected sales
 - (D) To explore potential customers
29. Entrepreneurs are motivated by _____.
- (A) Money
 - (B) Personal values
 - (C) Pull influences
 - (D) All the above

30. Which of these statements best describes the context for entrepreneurship?
- (A) Entrepreneurship takes place in small businesses.
 - (B) Entrepreneurship takes place in large businesses.
 - (C) Entrepreneurship takes place in a wide variety of contexts.
 - (D) Entrepreneurship does not take place in social enterprises.
31. Innovation can best be defined as _____.
- (A) The generation of new ideas.
 - (B) The evolution of new ideas.
 - (C) The opposite of creativity.
 - (D) The successful exploitation of new ideas.
32. Which one of the following describes unemployment?
- (A) The number of people who voluntarily choose not to work.
 - (B) The number of people who are jobless and are actively seeking work.
 - (C) The number of people who are not actively seeking work.
 - (D) The number of people actively seeking work who find work.
33. Large investment is made in fixed assets, the project will be termed as _____.
- (A) Capital Intensive.
 - (B) Labor Intensive.
 - (C) Product Intensive.
 - (D) Market Intensive.
34. IFCI stands for _____
- (A) Industrial finance corporation of India.
 - (B) Institutional finance corporation of India.
 - (C) Industrial funding corporation of India.
 - (D) Indian finance corporation and institution.
35. Why are small businesses important to a country's economy?
- (A) They give an outlet for entrepreneur.
 - (B) They can provide specialist support to larger companies.
 - (C) They can be innovators of new products.
 - (D) All the above.

36. The entrepreneur who does not change the method of production already introduced is _____
- (A) Drone entrepreneur
 - (B) Fabian entrepreneur
 - (C) Classical entrepreneur
 - (D) None of these
37. The term "Entrepreneur" has been derived from the word "entourondre" which means:
- (A) To give
 - (B) To undertake
 - (C) To choose
 - (D) To decide
38. Social attitude is one of the important problems of a _____ Entrepreneur.
- (A) Drone
 - (B) Business
 - (C) Women
 - (D) Adoptive
39. What can be defined as an attractive project idea which an entrepreneur accepts as a basis for his investment decision?
- (A) Possibility
 - (B) Business
 - (C) Opportunity
 - (D) Notion
40. Ownership capital is also known as?
- (A) Debt
 - (B) Equity
 - (C) Loan
 - (D) Mortgage

41. Which type of entrepreneurs utilizes a chance to introduce a new technique or new product?
- (A) Innovative entrepreneur
 - (B) Instigated entrepreneur
 - (C) Initiative entrepreneur
 - (D) Fabian entrepreneur
42. Which of the following risks is born by the entrepreneur:
- (A) Financial risks
 - (B) Personal risks
 - (C) Psychological risks
 - (D) All of these
43. According to Schumpeter, Is the most important function of a modern entrepreneur_____
- (A) Innovation
 - (B) Invention
 - (C) Skill
 - (D) Creativity
44. EDP (Entrepreneurship Development Programs) is required to help_____
- (A) Existing entrepreneurs
 - (B) First generation entrepreneurs
 - (C) Future generation entrepreneurs
 - (D) None of the above
45. _____ Entrepreneurs neither introduce new changes nor adopt new methods innovated by others.
- (A) Technical
 - (B) Fabian
 - (C) Induced
 - (D) Business

46. Entrepreneurs are extremely task oriented.
- (A) Technical
 - (B) Fabian
 - (C) Induced
 - (D) Business
47. A corporate manager who starts a new initiative for their company which entails setting up a new distinct business unit and board of directors can be regarded as:
- (A) Ecopreneur
 - (B) Technopreneur
 - (C) Intrapreneur
 - (D) Social Entrepreneur
48. What is the hallmark of a successful entrepreneur?
- (A) Risk bearing capacity
 - (B) Persistence
 - (C) Flexibility
 - (D) Self - confidence
49. An entrepreneur who owns more than one business at a time is called _____
- (A) An entrepreneur
 - (B) A corporate entrepreneur
 - (C) A portfolio entrepreneur
 - (D) None of the above
50. An individual who initiates, creates and manages a new business can be called _____
- (A) A leader
 - (B) A manager
 - (C) A professional
 - (D) An entrepreneur

51. EDPs are conducted by _____.
(A) Entrepreneurs
(B) Specialised institutions
(C) Business community
(D) Government
52. The term EDP refers to _____.
(A) Entrepreneurship Development Programme
(B) Entrepreneurial Development Programme
(C) Entrepreneur Development Programme
(D) Entrepreneuring Development Programme
53. Which one of the following is the way by which an entrepreneurs can enter into international business?
(A) Export
(B) Non-equity arrangements
(C) Direct foreign investment
(D) All the above
54. Entrepreneurial management is noted for its ability to react quickly and effectively to new _____.
(A) Market
(B) Business opportunities
(C) Product
(D) Technology
55. In small scale sector _____ are dominant.
(A) Institutional entrepreneurs
(B) Entrepreneurs by inheritance
(C) Technologist entrepreneurs
(D) Forced entrepreneurs

56. _____ type of entrepreneurs are very cautious and skeptical while practicing any change.
- (A) Innovative
 - (B) Imitative
 - (C) Fabian
 - (D) Drone
57. People who own, operate, and take risk of a business venture is known as _____.
- (A) Aptitude
 - (B) Employee
 - (C) Entrepreneurs
 - (D) Intrapreneur
58. The entrepreneurs must possess the abilities of _____.
- (A) Conceptualization
 - (B) Creative
 - (C) Understanding environment
 - (D) All of the above
59. Refusal to adopt and use opportunities to make changes in production entrepreneurs.
- (A) Fabian
 - (B) Imitative
 - (C) Innovative
 - (D) Drone
60. Institutional agencies grant financial assistance to small scale industries for _____.
- (A) Participation in equity capital only
 - (B) Acquisition of fixed assets
 - (C) Working capital assistance
 - (D) All of the above
61. A provisional SSI registration certificate is valid for a period of _____.
- (A) 4 Years
 - (B) 3 Years
 - (C) 2 Years
 - (D) 1 Year

62. 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
63. 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 Businessman Development
64. DIC stands for _____
- (A) Disassembled Industries Centre
 - (B) District Industries Collaboration
 - (C) District Industries Centre
 - (D) Developing Industries Centre
65. On the basis of the organizational set - up, industrial estates are classified into:
- (A) Private industrial estates & functional industrial estates
 - (B) Functional industrial estates & the workshop bay
 - (C) Municipal industrial estates & private industrial estates
 - (D) Functional industrial estates & municipal industrial estates
66. Who take the lead to extent financial assistance to small-scale industries?
- (A) SBI
 - (B) IFCI
 - (C) IRBI
 - (D) None of the above
67. Government industrial estates come under which type of classification?
- (A) Variant
 - (B) Objective
 - (C) Functional
 - (D) Organizational

68. Which type of industrial estates is called conventional industrial estates?
- (A) General type of industrial estate
 - (B) Special type industrial estate
 - (C) Ancillary industrial estate
 - (D) Workshop bay
69. What provides all the necessary information of the unit proposed to be set-up for the manufacture of a product or rendering a service?
- (A) Project description
 - (B) Project appraisal
 - (C) Project implementation schedule
 - (D) Project report
70. Which of the following is a remedy to solve the problems of women entrepreneurs?
- (A) Social attitude
 - (B) Finance cells
 - (C) Stiff competition
 - (D) Supervision
71. Why the majority of women are unaware of technological developments?
- (A) Low-risk bearing ability
 - (B) Low mobility
 - (C) Lack of education
 - (D) Low need for achievement
72. Which phase is the phase of real training?
- (A) Initial phase
 - (B) Training phase
 - (C) Post-training phase
 - (D) Follow up phase
73. Which type of entrepreneurs utilizes a chance to introduce a new technique or new product?
- (A) Innovative entrepreneur
 - (B) Instigated entrepreneur
 - (C) Initiative entrepreneur
 - (D) Fabian entrepreneur

74. What is the hallmark of a successful entrepreneur?
- (A) Risk bearing capacity
 - (B) Persistence
 - (C) Flexibility
 - (D) Self-confidence
75. The term "Entrepreneur" has been derived from the word "entreprendre" which means:
- (A) To give
 - (B) To undertake
 - (C) To choose
 - (D) To decide
76. Entrepreneurial development is the key to achieve all - round _____ through acceleration of industrial and entrepreneurial activities.
- (A) Economic development
 - (B) Increase in profits
 - (C) Shareholders value
 - (D) Business development
77. Every entrepreneur should draw an _____ for his project to ensure the timely completion of all activities involved in setting up an enterprise.
- (A) Cost structure
 - (B) Implementation plan
 - (C) Market structure
 - (D) Production structure
78. Why should an entrepreneur do a feasibility study for starting a new venture?
- (A) To identify possible sources of funds
 - (B) To see if there are possible barriers to success
 - (C) To estimate the expected sales
 - (D) To explore potential customers

79. Decisions taken by an entrepreneur on behalf of his enterprise are known as _____.
(A) Organizational decisions
(B) Personal decisions
(C) Routine decisions
(D) Strategic decisions
80. Which of the following shows the process of creating something new:
(A) Business model
(B) Modeling
(C) Creative flexibility
(D) Innovation
81. _____ is primarily concerned with the identification of the project demand potential and the selection of the optimal technology.
(A) Techno-economic analysis
(B) Feasibility analysis
(C) Input analysis
(D) Financial analysis
82. State Industrial corporations engage in the development of _____.
(A) Industrial estates
(B) Institutional estates
(C) Individual investors
(D) Agricultural entrepreneurs
83. To provide financial assistance to entrepreneurs the government has set up a number of _____.
(A) Financial advisors
(B) Financial intermediaries
(C) Industrial estates
(D) Financial institutions
84. _____ is a combination of knowledge, skills and appropriate motives that an individual must possess to perform a given task.
(A) Persistence
(B) Initiative
(C) Competency
(D) Creativity

85. _____ the process of collection, compilation and analysis of economic data for the purpose of finding out possible opportunities for investment.
- (A) Project screening
 - (B) Project appraisal
 - (C) Project identification
 - (D) None of these
86. Which could provide an individual with the motivation to start a new business venture?
- (A) The financial rewards
 - (B) A desire to be independent
 - (C) Risk taking
 - (D) All the above
87. The advance given to cover the finance requirement during the time lag between the sanctioning and disbursement of term loan by financial institutions is known as _____
- (A) Soft loan
 - (B) Seed capital
 - (C) Capital subsidy
 - (D) Bridge loan
88. A bonus or financial aid which is given by a govt. to an industry to help it complete with other units in home market or in a foreign market is known as _____
- (A) Subsidy
 - (B) Concession
 - (C) Bounties
 - (D) None of these
89. A single lump sum which is given by a govt. to an entrepreneur to cover the cost is known as _____
- (A) Subsidy
 - (B) Concession
 - (C) Bounties
 - (D) None of these

90. The initial capital that is required to obtain loans from the financial institutions is called _____
- (A) Seed capital
 - (B) Incentive
 - (C) Subsidy
 - (D) None of these
91. _____ is the place where the required facilities and factory accommodation are provided by the government to the entrepreneurs to establish their industries there.
- (A) Industry
 - (B) Industrial estate
 - (C) Company
 - (D) None of these
92. _____ is the financial and promotional assistance provided by the Govt. to the industries for boosting up industrial development in all regions particularly in backward areas.
- (A) Seed capital
 - (B) Incentive
 - (C) Subsidy
 - (D) None of these
93. _____ registration helps the entrepreneur to take necessary steps to bring industrial units into existence.
- (A) Provisional
 - (B) Permanent
 - (C) Both of these
 - (D) None of these
94. What is the process by which individuals pursue opportunities without regard to resources they currently control :
- (A) Startup management
 - (B) Entrepreneurship
 - (C) Financial analysis
 - (D) Feasibility planning

95. _____ can be defined as a specifically evolved work plan to achieve a specific objective within a specific period of time.
- (A) Idea generation
 - (B) Opportunity scanning
 - (C) Project
 - (D) Strategy
96. Which of the following is a function of SIDBI?
- (A) Extension of seed capital
 - (B) Discounting of bills
 - (C) Providing factoring services
 - (D) All of the above
97. Which of these is a social barrier to entrepreneurship
- (A) Low status
 - (B) Custom of people
 - (C) Both
 - (D) None of these
98. Which of these is not an environmental barrier to entrepreneurship
- (A) Lack of skilled labour
 - (B) Custom of people
 - (C) Lack of fund
 - (D) Lack of infrastructure
99. Activities which must be finished before a given event can occur are termed as _____.
- (A) Preceding Activities.
 - (B) Succeeding Activities.
 - (C) Concurrent Activities.
 - (D) Dummy Activities.
100. _____ is a graphical representation of the various activity and event relating to a project.
- (A) Network Analysis
 - (B) Scheduling Technique
 - (C) Logical Model
 - (D) Network Diagram

Rough Work / रफ कार्य

- _____ can be defined as _____ work plan to achieve a specific objective within a specific period of time.
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DO NOT OPEN THE QUESTION BOOKLET UNTIL ASKED TO DO SO

1. Examinee should enter his / her roll number, subject and Question Booklet Series correctly in the O.M.R. sheet, the examinee will be responsible for the error he / she has made.
2. **This Question Booklet contains 100 questions, out of which only 75 Question are to be Answered by the examinee. Every question has 4 options and only one of them is correct. The answer which seems correct to you, darken that option number in your Answer Booklet (O.M.R ANSWER SHEET) completely with black or blue ball point pen. If any examinee will mark more than one answer of a particular question, then the first most option will be considered valid.**
3. Every question has same marks. Every question you attempt correctly, marks will be given according to that.
4. Every answer should be marked only on Answer Booklet **(O.M.R ANSWER SHEET)**. Answer marked anywhere else other than the determined place will not be considered valid.
5. Please read all the instructions carefully before attempting anything on Answer Booklet **(O.M.R ANSWER SHEET)**.
6. After completion of examination please hand over the Answer Booklet **(O.M.R ANSWER SHEET)** to the Examiner before leaving the examination room.
7. There is no negative marking.

Note: On opening the question booklet, first check that all the pages of the question booklet are printed properly in case there is an issue please ask the examiner to change the booklet of same series and get another one.