

2020

BUSINESS ADMINISTRATION — HONOURS

Paper : A104GE1

(Entrepreneurship Development)

Full Marks : 80

The figures in the margin indicate full marks.

*Candidates are required to give their answers in their own words
as far as practicable.*

Answer **any 40** questions from the following :

2×40

1. Which of the following is not a support provided by business incubator?
(a) Fund procurement (b) Database management
(c) Legal assistance (d) Networking.
2. In which situation(s) does a business plan get drafted?
(a) Business is experiencing rapid changes in the market
(b) Business lands up in trouble
(c) Entrepreneur develops a new idea
(d) All of these.
3. Which section of a business plan gives an overview of the flow of the daily activities of the business and the strategies supporting them?
(a) Business description (b) Marketing plan
(c) Operations plan (d) Industry background.
4. The conclusion of the business plan will identify the :
(a) feasibility of the business (b) purpose of the business
(c) form of organization of the business (d) business suppliers.
5. The most common form of organization for a small business is :
(a) partnerships (b) corporations
(c) sole proprietorships (d) limited companies.
6. A short-term, internal source of funds can be obtained by reducing all of the following except
(a) short-term assets (b) cash
(c) Fixed Assets (d) Inventory.

Please Turn Over

7. A typical inventor is usually _____
 - (a) Highly creative and in love with the invention
 - (b) Does not encourage change
 - (c) Willing to modify the invention in order to augment commercial benefit
 - (d) None of the given options.

8. As an enterprise grows, the entrepreneur should focus on his/her :
 - (a) technical ability to complete a task
 - (b) written communication
 - (c) management and motivation skills
 - (d) public speaking.

9. Which of the following is alternatively called corporate venturing?
 - (a) Entrepreneurship
 - (b) Act of stating a new venture
 - (c) Offering new products by an existing company
 - (d) Intrepreneurship.

10. Why should an entrepreneur do a feasibility study for starting a new venture?
 - (a) To identify possible sources of funds
 - (b) To estimate the expected sales
 - (c) To see if there are possible barriers to success
 - (d) To explore potential customers.

11. Which of the following shows the process of creating something new?
 - (a) Business model
 - (b) Modelling
 - (c) Innovation
 - (d) Creative flexibility.

12. _____ is a radical redesign of the organization's business processes.
 - (a) Reengineering
 - (b) Downsizing
 - (c) Bankruptcy
 - (d) Expanding.

13. Banks are more likely to provide financing for a new product :
 - (a) once the product is developed
 - (b) in the early stages of product development
 - (c) while the entrepreneur is researching the demand for the product
 - (d) banks are likely to provide financing at any stage of product development.

14. If an entrepreneur's business is based on current technology, an uncontrollable risk might be :
 - (a) changes in consumer tastes
 - (b) new technology developments
 - (c) the weather
 - (d) fashion trends.

15. Which one of the following is NOT an important activity of Business Plan in a new venture?
(a) Background of the Entrepreneur (b) Functional Plan
(c) Industry Analysis (d) Company Name.
16. The entrepreneur must possess the abilities
(a) Creative (b) Conceptualization
(c) Understanding Environment (d) all of these.
17. What are the four types of Innovation?
(a) Extension, Invention, Synthesis, Duplication
(b) Invention, Duplication, Copying, Extension
(c) Duplication, Invention, Creativity, Extension
(d) None of the above.
18. Which of the following is idea generation method that focuses on parameters?
(a) Brainstorming (b) Reverse brainstorming
(c) Creative problem solving (d) Synoptic.
19. In the modern context, the term entrepreneurship is supposed to have been used for the first time by _____
(a) Joseph Schumpeter (b) Adam Smith
(c) Jean Baptiste Say (d) Richard Cantillon.
20. Which of the following is not an element of entrepreneurship?
(a) Innovation (b) Opportunity
(c) Family Background (d) None of these.
21. Which of the following are traits of successful entrepreneurs?
(a) Customer-focus (b) Innovation
(c) Passion (d) All of these
22. Which of the following is/are true regarding entrepreneurship?
(a) Entrepreneurship is considered a dynamic and economic activity
(b) Entrepreneurship is determined by personal, social and economy level factor
(c) Identification of opportunity happens to be a key element of entrepreneurship
(d) All of these.
23. Mark Zuckerberg, founder of the social networking site Facebook is a _____
(a) Netpreneur (b) Social entrepreneur
(c) Imitative entrepreneur (d) None of these.

Please Turn Over

24. When Creativity leads to a new approach of solving problems or enriching the society, it is referred to as _____ .
- (a) Adaptation (b) Invention
(c) Entrepreneurship (d) Innovation.
25. Which one is not the process of creativity?
- (a) Incubation (b) Validation
(c) Idea Generation (d) Establish Vision.
26. Which one of the following may need the business plan?
- (a) Employees (b) Investors
(c) Advisors (d) All of these.
27. Which type of thinking contributes to creativity?
- (a) Divergent thinking (b) Effective thinking
(c) Convergent thinking (d) Precise thinking.
28. Which of the following is/are feature(s) of creativity?
- (a) Originality (b) Fluency
(c) Flexibility (d) All of these.
29. _____ refers to small changes that are generally based in established knowledge and existing organisational capabilities.
- (a) Paradigm Innovation (b) Incremental innovation
(c) Radical innovation (d) Modular innovation.
30. Which of the following is NOT a common source of equity funding?
- (a) Banks Cash Credit (b) Angel investors
(c) Venture Capital (d) Initial Public Offering.
31. The method through which a venture is funded by large number of people contributing small amounts, is called _____ .
- (a) Boot strapping (b) Venture capital funding
(c) Crowd funding (d) Angel investing.
32. Which of the following is a classification in innovation basis of functional aspects?
- (a) Marketing Innovation (b) Top-down innovation
(c) Incremental innovation (d) Open Innovation.
33. Which of the following is/are true with respect to family-owned business?
- (a) Family owned business have complex organizationsl structure
(b) Traditionally, most of the family-run businesses have been dominated by the female family members
(c) Conflicts among the family members are one of the major challenges of this form of business
(d) None of these.

34. In which country was the self-help group practice initiated and popularised?
(a) Nepal (b) Bangladesh
(c) India (d) All of these.
35. Which of the following are features of angel investors?
(a) An insolvent businessman (b) An individual convicted for financial fraud
(c) High net-worth individuals (d) Political leaders with not much financial capital to call ones own.
36. Product Innovation is a classification of innovation basis of _____
(a) Power structure (b) Novelty of results
(c) Innovation strategy adopted (d) Functional aspects.
37. Which one of the following is not a personal characteristic of an Entrepreneur?
(a) Practical (b) Hardworking
(c) Submissive (d) Innovative.
38. _____ is required financing for the pre-stage of firms, i.e. financing of ideas that have not yet come to market.
(a) Early stage capital (b) Working capital
(c) Fixed capital (d) Seed capital.
39. Which one of the following types of entrepreneurs are not proactive in nature and does not respond much to changes in the environment?
(a) Adoptive entrepreneurs (b) Drone entrepreneurs
(c) Innovative entrepreneurs (d) Fabian entrepreneurs.
40. _____ refers to the process, which provides a nurturing, informative and reassuring environment for entrepreneurs during the critical stages of starting a new business venture.
(a) Seed funding (b) Business incubation
(c) Loan syndication (d) Private equity.
41. _____ are usually high net worth individuals, who happen to invest their personal wealth in Small/Medium scale business start-ups, often in exchange for an Ownership stake in the organizations.
(a) Angel investors (b) Venture capitalists
(c) Crowd funder (d) None of these.
42. _____ is a type of equity financing, provided to new/young and/or small start-ups/businesses that usually have little or no access to conventional sources of finance.
(a) Private equity (b) Venture capital
(c) Load syndication (d) All of these.

Please Turn Over

43. _____ is the process where a bunch of Banks/Financial institutions/Lenders fund various fragments of a loan to an individual borrower as because the loan amount is too big for a single Bank/Financial institution to provide.
- (a) Equity investing (b) Venture capital
(c) Loan syndication (d) Debt financing.
44. In Family owned business, when both parties have divergent and belief systems and thought processes is called
- (a) Normative conflict (b) Destructive conflict
(c) Opinion based conflict (d) Strategic conflict.
45. NABARD was established in the year _____ .
- (a) 1985 (b) 1998
(c) 1982 (d) 2016.
46. The method through a Project/Venture is funded by raising small amounts of money from a large number of people, typically via Internet is referred to as _____
- (a) Boot-strapping (b) Venture capital funding
(c) Angel investing (d) Crowd funding.
47. The largest Industry group receiving Venture capital funding is
- (a) Computer software (b) Medical/health
(c) Computer hardware (d) None of the above.
48. The full form of IFCI is
- (a) Industrial Finance Co-operative of India
(b) Infrastructure Finance Corporation of India
(c) Industrial Finance Corporation of India
(d) Industrial Finance Company of India.
49. An Entrepreneur is
- (a) Risk bearer (b) Organizer
(c) Innovator (d) All of the above.
50. “Innovation is considered as hallmark for an entrepreneur”, is the view held by
- (a) Richard Cantillion (b) Peter Drucker
(c) Joseph A. Schumpeter (d) David McClelland
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