

(c) Business collaboration and outsourcing of resources

(d) Contract management.

[This question paper contains 4 printed pages.]

Your Roll No.....

Sr. No. of Question Paper : 606

I

Unique Paper Code : 6132392301

Name of the Paper : Developing Entrepreneurial Skills

Name of the Course : **B.A. (VS) Small and Medium Enterprise**

Semester : III (NEP)

Duration : 3 Hours

Maximum Marks : 90

Instructions for Candidates

1. Write your Roll. No. on the top immediately on receipt of this question paper.
2. Attempt **any five** questions.
3. Each question carries equal marks.

1. Define entrepreneurship and its significance. How does it differ from traditional businesses?

Discuss entrepreneurship contribution to economic growth.

2. Explain the relationship between innovation and entrepreneurship. Discuss the role of risk taking in innovation. Also explain the strategies for managing uncertainty.
3. Discuss the significance of enterprise formation in the Indian economy and its role in economic development.
4. What do you understand by entrepreneurial skills? What are different types of entrepreneurial skills required by an entrepreneur? Also explain how to build entrepreneurial skills.

5. Explain the sources of financing in enterprise formation. Also explain the different components of analysing business opportunities.
6. Explain enterprise lifecycle stages. Also explain the business growth strategies for small and medium enterprises.
7. Explain the project feasibility study and its benefits to enterprise. Also explain the various types of feasibility study.
8. Write short notes on any three:
 - (a) Market demand analysis in entrepreneurship.
 - (b) Network management.