

B.Com(Hons) DEGREE EXAMINATION, APRIL 2020
II Year III Semester
Entrepreneurial Development

Time : 3 Hours

Max.marks :75

Section A ($10 \times 2 = 20$) Marks

Answer **ALL** the questions

1. Who is an entrepreneur?
2. Mention the two aspect of "Entrepreneurial Process".
3. Who is a Women Entrepreneur?
4. What do you meant by feasibility analysis?
5. Write a short on Project Selection.
6. List out the sources of Project identification.
7. Bring out the main institutional finance to entrepreneurs.
8. What do you understand the term IFCI?
9. What is EDP?
10. What is Venture Capital?

Section B ($5 \times 5 = 25$) Marks

Answer any **FIVE** questions

11. Explain the different types of Entrepreneurs.
12. Explain the characteristics of a successful Entrepreneur.
13. Explain the problems faced by Women Entrepreneurs in India.
14. Write a note on 'Rural Entrepreneurship'.
15. Explain the role of IDBI in providing financial assistance to the development of industries.
16. Explain the process of project identification and selection in brief.
17. Explain SIC in detail.
18. State and explain the DIC.

Section C ($2 \times 15 = 30$) Marks**PART - A - Case Study - Compulsory Question**

19. Mrs KKK, hails from a very poor family background, had no formal education, and is about 80 years of age at present. She is honest and sincere in whatever she is doing. She is a very industrious person since her childhood. She likes to go to the markets (Haat) (weekly market) in different villages which sometimes are as far as 20-30kms to do trading various products including rice, different varieties of fruits and soaps. During this time, she learnt how to communicate with people and started building good relationships with regular customers and suppliers. She met many other great businesswomen and men at those times and made friendship with them. She worked so hard that very soon she became quite rich and able to support her family easily. When she got married, she also got herself involved in agriculture, and produced lots of vegetables. She got considerable acres of land and hence was able to supply to various markets in plenty. She had several labourers and got them easily because of her earlier connections with many people from different villages in her earlier years. After 10 years of her work in agriculture she shifted her business to some construction and transport works, and invested in her first automobile, an old truck which in those days they called a 'Dok Truck'. It helped her in various ways and especially in carrying agricultural produce in those days. Later she bought a Jeep; again this had helped her in going from one village to the other. Due to her industriousness, she proved once again by making the transport business a success, and bought a short bus which was available at that time and an Ambassador car. This experience made her realize that business was profitable and she bought some more vehicles including buses and ambassadors which were better than the earlier ones. Lack of competitors in those days had brought her huge profits. Mrs KKK never took a loan or any financial support from anyone or even from the bank in those days since she believes that it is only hard work and living a simple and economical lifestyle is adequate to help one financially. Although the transport business later went down since the Supreme Court order to ban deforestation, she was not discouraged by that and in fact, she availed many other new opportunities and now her businesses include a general store and real estates. She mentioned a few things which are the most inevitable constraints; finance, ill-health and pregnancies. Other constraints she mentioned were employees not being loyal towards work, transportation cost are very high, competition is increasing, inflation, marketing the products and difficulties in getting customers, maintenance of business, retaining of employees. Being illiterate, she has to depend on somebody to translate whatever is written on paper. However, these problems were overcome with experience, hard work, patience and family support. Instead of being a disadvantage, matrilineity has enabled Mrs KKK to exploit the greatest opportunity in being a successful entrepreneur. It

has created in her the ability to be responsible, to be strong, to fight, and to foresee things.

PART - B

Answer any **ONE** questions

20. Explain the different factors affecting entrepreneurial growth.
21. Explain the functions of SIDBI.