

## QUESTION BANK

### Subject: Entrepreneurship Development (109)

#### Unit 1: Entrepreneurship

Sr. No	Question Type	Question	Marks
1	<b>REMEMBERING</b> (Define / Duplicate / List / Memorize / Repeat / State)	1) Define Entrepreneur 2) Define Intrapreneur 3) Define Business Incubators 4) Define Rural entrepreneurship 5) Define social entrepreneurship 6) Define women entrepreneurs	2
2	<b>UNDERSTANDING</b> (Classify / Describe / Discuss / Explain / Identify / Locate / Recognize / Repeat / Select / Translate)	7) Describe Entrepreneurship and differentiate entrepreneur from intrapreneur. 1) Explain Entrepreneurship and differentiate entrepreneur from manager 2) Discuss Entrepreneurship and differentiate entrepreneur from entrepreneurship. 3) Explain functions of entrepreneur 4) Explain characteristics of successful entrepreneurs.	5
3	<b>APPLYING</b> (Execute / Implement/ Solve / Use / Demonstrate/ Interpret / Operate / Schedule / Sketch)	1) Interpret Role of entrepreneur in Indian economy 2) What are constraints for the growth of entrepreneurial culture 3) Demonstrate Entrepreneurship as a career 4) What is the rural entrepreneurship explain its benefits	5
4	<b>ANALYSING</b> (Differentiate / Organise / Relate / Compare / Contrast / distinguish / Examine / Experiment / question / test)	1) What is Entrepreneurship? Explain in details Classification of entrepreneurs 2) What do you mean by developing entrepreneurial culture? Elaborate factors in entrepreneurship growth. 3) What is the social entrepreneurship explain types of social entrepreneurship.	10
5	<b>EVALUATING</b> (Appraise / Argue / Defend / Select / Support / Value / Critique / Weigh)	1) Support India's startup revolution and defend benefits of new venture startup 2) What do you mean by business incubator and explain players in ecosystem of start-up	10
6	<b>CREATING</b> (Design / Assemble / Construct / Conjunction / Develop / formulate / Author / Investigate)	1) Design Emerging models of corporate entrepreneurship and differentiate entrepreneur from intrapreneur 2) What do you mean by women entrepreneurship explain challenges faced by women entrepreneurs. Investigate schemes for empowering women entrepreneurs	10

**Unit 2: Theories of Entrepreneurship**

Sr. No	Question Type	Question	Marks
1	<b>REMEMBERING</b> (Define / Duplicate / / List / Memorize / / Repeat / State)	1) Define innovation 2) Meaning of profit	2
2	<b>UNDERSTANDING</b> (Classify / Describe / Discuss / Explain / Identify / Locate / Recognize / Repeat / Select / Translate)	1) Describe Innovation theory by entrepreneurship and imitating 2) Explain theory of high achievement by McClelland's 3) Discuss critically, "Innovation is hallmark of entrepreneurship"	5
3	<b>APPLYING</b> (Execute / Implement/ Solve / Use / Demonstrate/ Interpret / Operate / Schedule / Sketch)	1) Discuss X-Efficiency Theory by Leibenstein 2) Explain Theory of Profit by Knight 3) Describe Theory of Social change by Everett Hagen	5
4	<b>ANALYSING</b> (Differentiate / Organise / Relate / Compare / Contrast / distinguish / Examine / Experiment / question / test)	1) Discuss the McClelland's theory of high achievement and distinguish the same from the Innovation theory of Schumpeter. 2)	10
5	<b>EVALUATING</b> (Appraise / Argue / Defend / Select / Support / Value / Critique / Weigh)	1) Evaluate the theory of profit by knight & theory of social change by Everett Hagen with examples supporting the theories. 2)	10
6	<b>CREATING</b> (Design / Assemble / Construct / Conjuncture / Develop / formulate / Author / Investigate)	1) Discuss the X-efficiency theory by Leibenstein and Theory of profit by Knight. 2)	10

**Unit 3: Entrepreneurship Development**

Sr. No	Question Type	Question	Marks
1	<b>REMEMBERING</b> (Define / Duplicate / / List / Memorize // Repeat / State)	1) Define Entrepreneurial Competencies 2) Define entrepreneurship development 3) Define Design Thinking Process 4) Define Mobility of Entrepreneurs 5) Define occupational mobility 6) Define Entrepreneur Development Programs 7) Define Innovative Entrepreneur 8) Define Location mobility	2
2	<b>UNDERSTANDING</b> (Classify / Describe / Discuss / Explain / Identify / Locate / Recognize / Repeat / Select / Translate)	1) Describe Major Entrepreneurial Competencies 2) Explain Steps to develop entrepreneurial competencies 3) Discuss Objectives of Entrepreneurial Training 4) Discuss contents of EDP 5) Describe Objectives of EDP 6) Identify execution/ phases of EDP 7) Explain role of DIC 8) Explain role of SISI 9) Explain role of EDII 10) Explain role of NIESBUD 11) Explain role of NEDB	5
3	<b>APPLYING</b> (Execute / Implement/ Solve / Use / Demonstrate/ Interpret / Operate / Schedule / Sketch)	1) Interpret Mobility of Entrepreneurs 2) Demonstrate Factors affecting Entrepreneurial Mobility 3) Describe role of consultancy organisations in promoting entrepreneurs 4) Explain design thinking process and its phases 5) Describe Innovation and Entrepreneurship 6) Describe role of mentors 7) Classify role of EDP	5
4	<b>ANALYSING</b> (Differentiate / Organise / Relate / Compare / Contrast / distinguish / Examine / Experiment / question / test)	1) Problems and difficulties of Entrepreneurs 2) Discuss role of DIC & SISI 3) Discuss role of EDII & NIESBUD 4) Describe Objectives of EDP & phases of EDP 5) Discuss contents of EDP & Explain role of NEDB 6)	10
5	<b>EVALUATING</b> (Appraise / Argue / Defend / Select / Support / Value / Critique / Weigh)	1) What are Major Entrepreneurial Competencies? Defend objectives. 2) Argue Design Thinking Process & explain its phases.	10

<b>6</b>	<b>CREATING</b> (Design / Assemble / Construct / Conjunction / Develop / formulate / Author / Investigate)	1) Construct Entrepreneurial Competencies with reference to Mr Ratan Tata 2) Investigate role of EDP and explain objectives. 3)	<b>10</b>
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#### Unit 4: Role of state government and central government in promoting Entrepreneurship

Sr. No	Question Type	Question	Marks
<b>1</b>	<b>REMEMBERING</b> (Define / Duplicate / List / Memorize / Repeat / State)	1) Define incentives 2) Define subsidies 3) Define Export Oriented Units 4) Define Women Entrepreneurs 5) Define Small Scale Units 6) Define Turnaround Strategies	<b>2</b>
<b>2</b>	<b>UNDERSTANDING</b> (Classify / Describe / Discuss / Explain / Identify / Locate / Recognize / Repeat / Select / Translate)	1) Describe Start Up India 2) Explain Turnaround Strategies & its Types 3) Discuss Start Up India 4) Identify Start Up India benefits 5) Describe Make in India 6) Identify schemes under Make in India 7) Identify objectives of Make in India	<b>5</b>
<b>3</b>	<b>APPLYING</b> (Execute / Implement/ Solve / Use / Demonstrate/ Interpret / Operate / Schedule / Sketch)	1) Interpret Export Oriented Units and state benefits. 2) Elaborate Women entrepreneurs and demonstrates problems faced by Women entrepreneurs. 3) Interpret Role of women entrepreneurs. 4) Discuss role of SSI in the economy	<b>5</b>
<b>4</b>	<b>ANALYSING</b> (Differentiate / Organise / Relate / Compare / Contrast / distinguish / Examine / Experiment / question / test)	1) Organise any three subsidies and incentives of government in promoting entrepreneurship 2) Organise any three Grants of government in promoting entrepreneurship 3) Explain Characteristics of SSI 4) Relate reasons for failure of SSIs with preventive measures for failure of SSI in India	<b>10</b>

<b>5</b>	<b>EVALUATING</b> (Appraise / Argue / Defend / Select / Support / Value / Critique / Weigh)	1) Defend Start Up India and Make in India in development of economy of India 2) Appraise institutional framework for SSIs at National and state level.	<b>10</b>
<b>6</b>	<b>CREATING</b> (Design / Assemble / Construct / Conjuncture / Develop / formulate / Author / Investigate)	1) What do you mean by Export Oriented Units? Explain benefits and Fiscal & tax concession available for EOUs. 2) Investigate Reasons for low women entrepreneurs and Role of women entrepreneurs.	<b>10</b>

### Unit 5: Enterprise Promotion

Sr. No	Question Type	Question	Marks
<b>1</b>	<b>REMEMBERING</b> (Define / Duplicate / / List / Memorize // Repeat / State)	1) Define Entrepreneurial Venture 2) Define Business Planning Process 3) State Development of product / idea 4) Define Opportunity Analysis 5) Define Industry Analysis 6) Define Embryonic Companies 7) Define Spin off's 8) Define Business Model Canvas 9) Define bottom of the pyramid 10) Define Franchising 11) Define alliances 12) State any two examples of alliances	<b>2</b>

2	<b>UNDERSTANDING</b> (Classify / Describe / Discuss / Explain / Identify / Locate / Recognize / Repeat / Select / Translate)	<ol style="list-style-type: none"> <li>1) Describe What is Entrepreneurial Venture and Steps involved in starting a new venture</li> <li>2) Explain entrepreneurial development cycle</li> <li>3) Discuss Business plan as an entrepreneurial tool</li> <li>4) Identify Elements of a Business Plan</li> <li>5) Describe Opportunity analysis</li> <li>6) Discuss in detail SWOT Analysis</li> <li>7) Discuss Opportunities at Bottom of the pyramid</li> <li>8) Discuss Opportunities in social sector</li> <li>9) Identify Kinds of Ownership</li> <li>10) Describe Strategic Alliance its Types</li> </ol>	5
3	<b>APPLYING</b> (Execute / Implement/ Solve / Use / Demonstrate/ Interpret / Operate / Schedule / Sketch)	<ol style="list-style-type: none"> <li>1) Interpret Product development capabilities</li> <li>2) Describe Attributes and types of strategic resources</li> <li>3) Demonstrate Internal and External environment analysis</li> <li>4) Interpret Tools/Methods of Internal Environment</li> <li>5) Demonstrate Scenario Planning</li> <li>6) What is Industry analysis? Explain its types.</li> <li>7) Interpret Opportunities arising out of digitalisation</li> <li>8) Describe Organizations and Management</li> </ol>	5
4	<b>ANALYSING</b> (Differentiate / Organise / Relate / Compare / Contrast / distinguish / Examine / Experiment / question / test)	<ol style="list-style-type: none"> <li>1) Identify Elements of a Business Plan and state Objectives</li> <li>2) Organise and describe in detail five Product development strategies</li> <li>3) Differentiate Innovator v/s Imitator with two examples.</li> <li>4) Describe External Environment Analysis Techniques/Tools of External Environment Analysis</li> <li>5) Organise advantages and disadvantages of buying an existing business</li> <li>6) Describe Business Contingency &amp; its types.</li> </ol>	10
5	<b>EVALUATING</b> (Appraise / Argue / Defend / Select / Support / Value / Critique / Weigh)	<ol style="list-style-type: none"> <li>1) Evaluate market analysis and components of it</li> <li>2) Appraise Porter's 5 Force Model with suitable examples</li> <li>3) Describe Components of a Business Model Canvas and defend its purpose.</li> <li>4) Support Business opportunities of digitally transforming your business with your business in food chain franchise</li> <li>5) Appraise steps for effective project scheduling and milestone management</li> </ol>	10
6	<b>CREATING</b> (Design / Assemble / Construct / Conjecture / Develop / formulate / Author / Investigate)	<ol style="list-style-type: none"> <li>1) Construct stages involved in new product development with an example.</li> <li>2) Design Resources of development of product / idea</li> <li>3) Design Seven domains of John Mullin</li> <li>4) Design opportunities in Emerging &amp; Decline industries with suitable examples.</li> <li>5) Formulate pros and cons for franchising with perspective of both, franchisee and franchisor</li> </ol>	10



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