

BOARD OF TECHNICAL EDUCATION
PORVORIM-GOA
November, 2008 Examinations

Programme: Common

Course/Subject: Entrepreneurship Development (3007)

Time Duration: 3 Hrs.

Max. Marks: 75

INSTRUCTIONS: 1. All Questions are compulsory.
2. Figures to the right indicate full marks.
3. Assume suitable additional data if required.

- Q.No.1. Answer any Five of the following:- 5x3=15
- a) Define an entrepreneur.
 - b) What is sales promotion ?
 - e) Define supply.
 - d) What is an ancillary unit ?
 - e) List the Central Government Agencies assisting entrepreneurship.
 - f) Define 'Small Scale Industry'.
- Q.No.2. Answer any Two of the following:- 2x6=12
- a) What are the different characteristics of an entrepreneur ?
 - b) Explain the different functions of an entrepreneur.
 - c) Explain how 'motivation' will help an entrepreneur in his business.
- Q.No.3. Answer any Two of the following:- 2x6=12
- a) Explain the characteristics of a small scale Industry.
 - b) Prepare a contact list for successful setting up an Industry.
 - c) List the evaluation, for selection of a small scale Industry.
- Q.No.4. Answer any Two of the following:- 2x6= 12
- a) Explain the terms, 'Penetration Pricing', 'stabilising Pricing' and 'Follow the Market'.
 - b) Explain the term 'Market segmentation'.
 - c) What is demand ? Explain the law of demand.
- Q.No.5. Answer any Two of the following:- 2x6=12
- a) What is the need of a project report ? What is its importance ?
 - b) Give the proforma of a project report.
 - c) Explain the project appraisal as regards to 'Financial Feasibility'.
- Q.No.6. Answer any Two of the following:- 2x6=12
- a) In what way do 'small Industries service Institutes' contribute to small scale Industry ?
 - b) Explain the different selling methods.
 - c) What is advertising ? What are the different methods employed for advertising ?

***** **** ****

BOARD OF TECHNICAL EDUCATION

PORVORIM-GOA

May/June, 2009 Examinations

Programme: COMMON

Course/Subject: ENTREPRENEURSHIP DEVELOPMENT (3007)

Time Duration: 3 Hrs.

Max. Marks: 75

- INSTRUCTIONS:** 1.All Questions are compulsory.
2.Figures to the right indicate full marks.
3.Assume suitable additional data if required.

- Q.No.1. Answer any 5 of the following:- 5x3=15
- a) What is 'entrepreneurship'?
 - b) Define 'Propaganda'.
 - c) Define 'Demand'.
 - d) List the basic managerial functions.
 - e) List the state Government Agencies assisting entrepreneurship.
 - f) What is 'Break Even Point'?
- Q.No.2. Answer any 2 of the following:- 2x6=12
- a) What are the different qualities that an entrepreneur is expected to possess?
 - b) What are the risks and rewards of an entrepreneur?
 - c) Explain how 'Planning' will help an entrepreneur in his business.
- Q.No.3. Ans. any 2 of the following:- 2x6=12
- a) Explain the scope of small scale Industries.
 - b) Explain the role of the small scale Industries in the economic development of the Country?
 - c) Explain the procedure for registration of small scale Industries.
- Q.No.4. Ans. any 2 of the following:- 2x6=12
- a) Explain the terms 'Trial and error pricing' and 'Test Pricing' and 'Test Pricing' with examples.
 - b) With the help of an example explain how 'Market Segmentation' helps an entrepreneur.
 - c) Define supply . Draw the supply curve of an individual seller and Explain.
- Q.No.5. Ans. any 2 of the foll. 2x6=12
- a) What is the need and scope of a Project Report?
 - b) Explain the project appraisal as regards to 'Technical Feasibility'.
 - c) Explain 'Project Profile'.
- Q.No.6. Ans. any 2 of the following:- 2x6=12
- a) Write an informative note on 'Small Scale Industries Board'.
 - b) Write a note on 'Channels of distribution'.
 - c) Explain the different product promotion Techniques.
