

**2025**  
**ENTREPRENEURSHIP**

Full marks: 70

Time: 3 hours

**General Instructions:**

- i) *Approximately 15 minutes is allotted to read the question paper and revise the answers.*
- ii) *The question paper consists of 25 questions. All questions are compulsory.*
- iii) *Answer to questions carrying 2 marks should not exceed 50 words.*
- iv) *Answer to questions carrying 4 marks should not exceed 100 words.*
- v) *Answer to questions carrying 6 marks should not exceed 200 words.*
- vi) *Answer to questions carrying 8 marks should not exceed 300 words.*
- vii) *Internal choice has been provided in 6 marks and 8 marks questions.*

***N.B: Check that all pages of the question paper is complete as indicated on the top left side.***

**Choose the correct answer from the given alternatives in questions 1 to 10.**

1. Information gathered from various sources must be \_\_\_\_\_. **1**
  - a) Analysed
  - b) Verified
  - c) Utilised properly
  - d) All of the above.
  
2. Weights and Measures Act is a \_\_\_\_\_. **1**
  - a) Economic factor
  - b) Political factor
  - c) Legal factor
  - d) Social factor.
  
3. Market driven idea is also known as \_\_\_\_\_. **1**
  - a) Demand driven idea
  - b) Service driven
  - c) Price driven
  - d) None of the above.
  
4. Enterprise employing more than \_\_\_\_\_ persons have to apply for EPF number. **1**
  - a) 20
  - b) 25
  - c) 15
  - d) 30.
  
5. The most important element of business plan are \_\_\_\_\_. **1**
  - a) Marketing plan
  - b) Financial plan
  - c) Human resource plan
  - d) All of the above.
  
6. Which of the following is not a major component of marketing plan? **1**
  - a) Product
  - b) Promotion
  - c) Price
  - d) Policy.



22. **a.** Explain any six objectives of budgeting. **6**  
**Or**
- b.** Excessive working capital results in unnecessary accumulation of wastage of capital whereas shortage of working capital effects the smooth flow of operating cycle. In the light of the statement, discuss any six factors affecting working capital.
23. **a.** Write six functions of IDBI. **6**  
**Or**
- b.** Explain the main features of venture capital.
24. **a.** Explain the benefits of private company over public company. **8**  
**Or**
- b.** “Financial plan is a critical section of business plan as it translates all the other parts of business in anticipated financial results”. Do you agree? Explain various components of financial plan. (1+7=8)
25. **a.** Define channels of distribution. Explain seven functions of distribution channels. **1+7=8**  
**Or**
- b.** In spite of best efforts of entrepreneurs and management, a business may fail. In the light of the statement, explain any eight causes of business failure. (8)

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