

M.Com. (E.F.B.) First Semester  
FB-102: Entrepreneurship Development - I

Time allowed: 3 Hours

Max. Marks: 80

*NOTE: Attempt five questions in all, selecting atleast two questions from each Unit. All questions carry equal marks.*

x-x-x

**UNIT - I**

1. Explain the concept of Entrepreneurship. What is the need of Entrepreneurship development in modern business environment?
2. Who is an Entrepreneur? Explain the role and responsibilities of an Entrepreneur.
3. "Entrepreneurship is considered as a good carrier option". Explain the statement.
4. Discuss the various challenges in Entrepreneurship Development. Explain Entrepreneurial qualities and competencies in brief.
5. Explain the theory of high achievement by McClelland, how it is different from theory of X-Efficiency theory by Leibenstein?

**UNIT - II**

6. Explain the concept of OSI for venture selection.
7. Explain the planning process for SSI. Discuss the classical approach to strategy formulation.
8. What is Preliminary Project Report? What are the key points to be analyse under Preliminary Project Report?
9. What is Techno - Economic Feasibility Report? What are the qualities of a good TEF Report?
10. Explain the various financial and Operational Issues in SSE.

x-x-x