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Total Number of Pages: 02

Course: B.Tech/IDD
Sub Code: HSHS3002

5th Semester Regular Examination: 2025-26

SUBJECT: ENTREPRENEURSHIP DEVELOPMENT

BRANCH(S): AE, AEIE, AERO, AME, AUTO, BIOMED, BIOTECH, C&EE, CE, CHEM, CIVIL, CSE, CSEAIML, CSEDS, CST, ECE, EEE, EEVDT, ELECTRICAL, ELECTRICAL & C.E, ETC, IT, MECH, METTA, MINERAL, MINING, MME, MMEAM, PT, CE, CSE.

Time: 3 Hours

Max Marks: 100

Q.Code: U004

Answer Question No.1 (Part-I) which is compulsory, any eight from Part-II and any two from Part-III.

The figures in the right-hand margin indicate marks.

Part-I

Q1 Answer the following questions:

(2 x 10)

- What is the full form of PMEGP?
- What do you mean by entrepreneurial traits?
- Explain the concept of a startup eco system.
- What motivates entrepreneurs to achieve success?
- Who is known as a Fabian entrepreneur?
- What do you understand by product positioning?
- What is Udyam Aadhaar and what is its significance?
- What do you mean by moratorium period?
- Define net working capital?
- Why do some business fail?

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve)

(6 x 8)

- Discuss and evaluate the concept of entrepreneurship as a career option.
- What are the factors to consider when selecting the location of an enterprise?
- What are the major problems encountered during manpower planning?
- What is environmental clearance, and why is it required under the Act?
- Explain six key differences between an entrepreneur and a businessman.
- What are various causes of industrial sickness? Justify your answer.
- What are the differences between employed and self-employed individuals?
- Explain in detail the six government schemes introduced to promote entrepreneurship.
- Discuss the various factors that influence the growth of entrepreneurship.
- What are the different categories of market segmentations?
- What are the various sources of finance for startup businesses in India?
- Explain the concept of performance appraisal and its significance for entrepreneurs.

Part-III

Only Long Answer Type Questions (Answer Any Two out of Four)

- Q3** What do you mean by an entrepreneur? Explain the various categories of entrepreneurs. **(16)**
- Q4** What are the various measures adopted by government and financial institutions to revive sick units in India? Justify your answers with suitable examples. **(16)**
- Q5** Discuss the major labour laws applicable to micro, small, and medium enterprises in India. How labour laws impact employment, working conditions, and industrial relations in an enterprise? **(16)**
- Q6** What are the various marketing problems faced by Micro, Small, and Medium Enterprises (MSMEs) in India? Explain each in detail with suitable examples. **(16)**