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Total Number of Pages : 02

B.Tech
RED7E001

7th Semester Reg/Back Examination: 2025-26
Entrepreneurship Development

BRANCH(S): AE, AEIE, AERO, AUTO, BIOMED, BIOTECH, C&EE, CHEM, CIVIL, CSE, CSEAI, CSEAIML, CSEDS, CSIT, CST, ECE, EEE, EIE, ELECTRICAL, ELECTRICAL & C.E, ELECTRONICS & C.E, ENV, ETC, IT, MANUTECH, MECH, METTA, MINERAL, MINING, MME, MMEA, PLASTIC, PT

Time : 3 Hour

Max Marks : 100

Q. Code : U003

Answer Question No.1 (Part-1) 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)

- a) Name any three traits of a successful entrepreneur.
- b) What is the difference between entrepreneur and intrapreneur?
- c) Who is a *fabian entrepreneur*?
- d) How can an entrepreneur identify a business opportunity?
- e) What is idea generation in entrepreneurship?
- f) What is a startup?
- g) What is a business incubator?
- h) Define working capital management.
- i) What is the marketing mix (4Ps)?
- j) Give three causes of sickness in SSI

Part-II

Q2 Only Focused-Short Answer Type Questions- (Answer Any Eight out of Twelve) (6 x 8)

- a) Define Motivation. Explain the meaning of Entrepreneurial Motivation.
- b) Classify Entrepreneurs based on size of enterprise.
- c) Explain the concept of entrepreneurship and its importance in economic development.
- d) Explain the process of identifying a business opportunity.
- e) Discuss the role of business incubators in supporting startups.
- f) What are the key steps involved in setting up a small enterprise?
- g) Discuss the importance of market research for new business ventures.
- h) Discuss the importance of recruitment, training, and development in startups.
- i) How do government policies and schemes help startups and small businesses?
- j) Explain the common causes of sickness in small-scale industries.
- k) Explain the measures and strategies to cure sickness in small-scale units.
- l) Explain the government schemes and policies for the revival of sick enterprises.

Part-III

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

Q3 Describe the key traits of a successful entrepreneur and explain why they are important for business success. **(16)**

Q4 Describe the methods of generating business ideas and explain how creativity, observation, and market research contribute to idea generation. **(16)**

Q5 Explain the importance of human resource management in small enterprises and its role in recruitment, training, and performance management. **(16)**

Q6 Describe the common symptoms of a sick small-scale industry and how early detection can help in revival. **(16)**