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Total Number of Pages : 02

B.Tech  
RED7E001

7<sup>th</sup> 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, MMEAM, 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)

- Name any three traits of a successful entrepreneur.
- What is the difference between entrepreneur and intrapreneur?
- Who is a *fabian entrepreneur*?
- How can an entrepreneur identify a business opportunity?
- What is idea generation in entrepreneurship?
- What is a startup?
- What is a business incubator?
- Define working capital management.
- What is the marketing mix (4Ps)?
- 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)

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