

2025

MBA 3rd Semester Examination

MBA

Paper : MBA-301

[Entrepreneurship Development]

Full Marks : 100

Time : Three Hours

*The figures in the margin indicate full marks.
Candidates are required to give their answers
in their own words as far as practicable.*

Group - A

Answer any *eight* questions : 5×8=40

1. Mention the essential characteristics of a successful entrepreneur.
2. How enterprise is different from entrepreneurship?
3. Discuss the reasons that motivate people to become an entrepreneur.
4. What are the major entrepreneurial competencies?
5. Write a note on 'digital entrepreneurship'.
6. Explain the role of 'business incubators'.

P.T.O.

(2)

7. What is a business plan and why it is important for entrepreneurs?
8. What are hygiene factors according to Herzberg's Two-Factor Theory?
9. Describe the concept of idea generation, screening, and project identification in entrepreneurship.
10. What is feasibility analysis? List the major steps in feasibility analysis. 1+4
11. What is crowd funding? Differentiate between angel investors and venture capitalists. 2+3
12. Describe the relationship between creativity, innovation, and entrepreneurship, highlighting the stages of creativity.

Group - B

Answer any *four* questions : 10×4=40

13. Briefly discuss personal factors and psychological factors that influence entrepreneurship.
14. Discuss the different components of a good business plan.
15. Classify entrepreneurs according to Danhof's classification.
16. Discuss in detail the contents of a business plan with examples.

(3)

17. Explain Maslow's hierarchy of needs theory and McClelland's Theory of Needs. Also mention the relevance of these theories to entrepreneurial motivation.
18. Explain the different types of feasibility analyses — economic, marketing, financial, and technical.

Internal Assessment : 20 marks
