

**Goa Vidyaprasarak Mandal's**  
**GOPAL GOVIND POY RAITURCAR COLLEGE OF COMMERCE AND**  
**ECONOMICS, PONDA-GOA**  
**B. COM. CBCS (SEMESTER-III) EXAMINATION, OCTOBER 2019**  
**ENTREPRENEURSHIP DEVELOPMENT**

Duration : 2 hours

Marks: 80

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**Instructions:**

- i) All questions are compulsory however internal choice is available.
- ii) Answer questions from Q.3 to Q.6 each in not more than 400 words.
- iii) Figures to the right indicate marks.
- iv) Start each new question on a fresh page.

Q.1. Answer **any four** of the following questions in not more than 100 words:  
(4x4 = 16)

- i) Explain the concept of an entrepreneur.
- ii) Explain any four qualities of an entrepreneur.
- iii) Write a note on Innovation.
- iv) What do you mean by Environmental Scanning?
- v) Explain the concept of break even analysis.
- vi) What do you mean by Self Help Groups?

Q.2. Answer **any four** of the following questions in not more than 100 words:

(4x4 = 16)

- i) What are the skills (any four) an entrepreneur should possess?
- ii) What is the role of an entrepreneur to fulfill social obligations?
- iii) State the difference (any four) between entrepreneur and Intrapreneur.
- iv) Explain types (any four) in recent trends in entrepreneurs.
- v) Write a note on social cost benefit analysis.
- vi) Explain the role of incubation centres.

Q.3.a) Explain various functions (any eight) of an Entrepreneur. (12)

**OR**

Q.3 b) Explain any two theories of entrepreneurship. (12)

Q.4 a) "SWOT analysis influences the Entrepreneurial Development". Justify. (12)

**OR**

Q.4 b) Explain various factors influencing environmental scanning. (12)

Q.5 a) Which are the various techniques influences market research? (12)

**OR**

Q.5 b) Define Project Report. Discuss its various contents. (12)

Q.6 a) Explain the principles of purposeful innovation. (12)

**OR**

Q.6 b) Explain the sources of purposeful Innovation. (12)