

**SUBJECT : ENTREPRENEURSHIP**

Day : Friday  
Date : 30/11/2018

Time : 02.30 pm to 05.30 pm  
Max. Marks : 60

**W-2018-1165**

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**N. B. :**

- 1) Attempt **ANY SIX** questions out of **EIGHT**.
  - 2) Figures to the right indicate **FULL** marks.
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- Q. 1** What is Entrepreneurship? What are the characteristics of successful entrepreneurs? **(10)**
- Q. 2** What is a Business model? Explain with at least 2 specific examples. **(10)**
- Q. 3** How are entrepreneurs relevant to a growing economy? Give examples for the same and make it specific to growing Indian economy. **(10)**
- Q. 4** What is the difference between VC, Seed Fund, PE? **(10)**
- Q. 5** Why is Ideation process important for any business? What are the various stages within the “Idea phase”? **(10)**
- Q. 6** What are the similarities and differences between Contracts and Agreements? Discuss with some illustrations. **(10)**
- Q. 7** What kind of organizations can be called as “Start ups”? What are the key decisions that Start ups need to take before starting their venture? **(10)**
- Q. 8** What do you mean by “exit” for any business? What are the various possible exit routes for businesses? **(10)**

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