

(P.G.D.H.R.M.) / P.G.D.F.M. / P.G.D.I.B.M. / P.G.D.M.M. SEM
- IV (C.B.C.S.) (2015 COURSE) : WINTER - 2017
SUBJECT: ENTREPRENEURSHIP

Day: **Tuesday**
Date: **28/11/2017**

Time: **02.00 PM TO 05.00 PM**
Max. Marks: 60

W-2017-1988

N.B.:

- 1) Attempt any **FIVE** questions.
- 2) All questions carry **12** marks.

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- Q.1** Why does a person want to be an Entrepreneur? (12)
- Q.2** What is organization dynamics? How does its understanding help to become a successful Entrepreneur? (12)
- Q.3** Why is it necessary to explore market worthiness and also to undertake market Survey? (12)
- Q.4** Explain components of business plan. (12)
- Q.5** How does defining a correct revenue model will ensure a business success for an entrepreneur? (12)
- Q.6** An entrepreneur wants to start a venture for manufacturing renewable energy equipment like solar panels, wind turbine, etc., for domestic use. How would he attract venture capital? (12)
- Q.7** Write notes on any **TWO**: (12)
- a) Client strategy
 - b) Business Concept
 - c) Idea Generation

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