

Roll No. ....

Subject Code—2001

**B.B.A. (Third Year) EXAMINATION**  
**ENTREPRENEURSHIP DEVELOPMENT**  
**BBA-301**

*Time : 3 Hours*

*Maximum Marks : 100*

**Note :** Attempt any *Five* questions. All questions carry equal marks.

1. Define Entrepreneur. Discuss the functions of an entrepreneur. Distinguish between an entrepreneur and a manager.
2. 'Entrepreneurs are made not born.' Discuss.
3. What is the significance of entrepreneurship in economic development of a country like India ?
4. What is Achievement Motivation ? Discuss its relevance in entrepreneurship development. How can it be promoted ?

5. Define Small Scale Industry. Discuss the problems and their solutions with SSI in new economy.
6. Write short notes on the following :
  - (a) Selection of factory location
  - (b) Market potential measurement
  - (c) Types of feasibility studies.
7. What is Working Capital ? Discuss the factors affecting working capital requirements of a firm.
8. Explain the role of Government and various promotional agencies in entrepreneurship development in India.
9. Discuss the procedural steps in setting up of SSI. What is the effect of liberalisation on this process ?
10. What is EDP ? How can an EDP be made effective ?