

Total No. of Questions : 12]

SEAT No. :

P3361**[4959]-95**

[Total No. of Pages : 3

B.E.(E&Tc)

ENTREPRENEURSHIP DEVELOPMENT
(2008Course) (404185)(Elective-II)(Semester-I)

*Time :3Hours]**[Max. Marks : 100**Instructions to the candidates:*

- 1) *Answer three questions from section-I and three questions from section-II*
- 2) *Answer to the two sections should be written in separate answer books.*
- 3) *Neat diagrams must be drawn wherever necessary.*
- 4) *Figures to the right side indicate full marks.*
- 5) *Use of logarithmic tables slide rule, mollier charts, electronic pocket calculator and steam tables is allowed.*
- 6) *Assume suitable data, if necessary.*

SECTION-I

- Q1)** a) State and explain the different skills required to be a good entrepreneur?[8]
 b) State the various rules for writing a business Letter? [8]

OR

- Q2)** a) State and explain the various steps involved in the problem solving process? [8]
 b) The monthly sales for your car wash firm for the first year were as shown:- [8]

Jan. \$ 2,750.	Apr. \$ 2,890	Jul. \$ 2,975	Oct. \$ 3,350
Feb. \$ 2,820.	May. \$ 2,920	Aug. \$ 3,025	Nov. \$ 3,400
Mar. \$ 2,875	Jun. \$ 2,960	Sep. \$ 3,130	Dec. \$ 3,550

- i) How does you calculate the total sales and average monthly sales.
- ii) Find the profit or Loss for the year, assuming that the total expenses were \$ 21,250.
- iii) Find the average monthly growth rate?
- iv) If the sales continue to grow at this rate, what will be the sales for every month next year?

P.T.O.

- Q3)** a) How does market economy differ from command economy? [8]
 b) Explain how the entrepreneurs are affected by the taxes and subsidies?[8]

OR

- Q4)** a) State the advantages and disadvantages of owning a franchise? [8]
 b) Why do many entrepreneurs prefer to start a new business rather than purchase a existing business? [8]
- Q5)** a) What is a market research? Explain the primary and secondary data market Research? [10]
 b) Name and explain the three methods of determining the prices of a product? [8]

OR

- Q6)** a) What are the main options for Locating a retail business? Also enumerate its advantages and disadvantages. [10]
 b) What are some of the reasons banks reject loan applications? [8]

SECTION-II

- Q7)** a) How can you motivate employees? Why should you delegate and Listen to your employees? [6]
 b) What are the different training techniques. [6]
 c) Explain the various factors which determine the amount of inventory you keep in stock. [6]

OR

- Q8)** a) Why do some businesses hire accounting professionals? [6]
 b) Mr. Sanjay sells food processors under a combination plan. He earns Rs.15.00 per hour plus 15% of whatever he sells. Last month, he worked for 155 hours and had sold 13 food processors.
 Five of the food processors were of top-model with a price band of Rs.1,350/- each. The remaining food processors were of Rs. 750/- each.
 What is Sanjay's compensation of last month. [6]
 c) Enumerate the steps involved in hiring the employees? [6]

Q9) a) Enumerate some of the ways by which you can improve your cash flow? [8]

b) What are some of the sources you can use to help you decide what technology equipment you need to purchase? [8]

OR

Q10) a) Enumerate the advantages of using the email and world wide web. state some of the things your website should include. [8]

b) Explain the Break Even point analysis with a suitable diagram? [8]

Q11) a) What are the responsibilities the entrepreneurs should have towards suppliers, customers and community? [8]

b) Why is it important for entrepreneurs to establish and write a code of ethics. [8]

Q12) a) As a business owner, what are some things you can do to protect the environment? [8]

b) Enumerate some of the risks and benefits of competing internationally. [8]

