

III B. TECH II SEMESTER REGULAR EXAMINATIONS MAY - 2023
ENTREPRENEURIAL SKILL DEVELOPMENT**(COMMON TO CSE, INF, CSM, CIC, CSO, ECE, MEC & CIV)**

Time: 3 hours

Max. Marks: 70

Note: Answer **ONE** question from each unit (**5 × 14 = 70 Marks**)
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## UNIT-I

1. a) Explain the concept of Entrepreneurship and List some famous Entrepreneurs. [7M]
  - b) Discuss the different functions of Entrepreneurs. [7M]
- (OR)
2. a) Explain Environmental Scanning? Why do we need to scan our environment? [7M]
  - b) Justify the statement “Entrepreneurship is different from Intrapreneurship”. [7M]

## UNIT-II

3. a) Explain opportunity Assessment and preparation of Business plan. [7M]
  - b) Differentiate between feasibility study and business plan. [7M]
- (OR)
4. a) Who should write business plan and explain importance of business plan. [7M]
  - b) Discuss about marketing plan and steps involved in it. [7M]

## UNIT-III

5. a) Justify the statement “Entrepreneurs are called Problem Solvers”. [7M]
  - b) Discuss about Promotion Strategy. [7M]
- (OR)
6. a) List and explain any three innovations leading to Entrepreneurial Ventures. [7M]
  - b) What does the Marketing strategy of a company include? Explain. [7M]

UNIT-IV

7. a) Differentiate between Merger and Acquisition. [7M]  
b) Explain the concept of women entrepreneurship and discuss various schemes for women entrepreneurs. [7M]

(OR)

8. a) Describe briefly about reasons for Mergers and Acquisition. [7M]  
b) What is rural entrepreneurship? Discuss about the problems faced by rural entrepreneurs. [7M]

UNIT-V

9. a) Discuss SFC and its functions. [7M]  
b) Discuss the objectives and activities of Indian Institute of Entrepreneurship (IIE). [7M]

(OR)

10. a) Discuss the need for and importance of Specialized Financial Institutions. List the SFIs at national and state level. [7M]  
b) Discuss about Industrial Policy by Government of India. [7M]

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