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B.E / B.Tech (Full Time) DEGREE END SEMESTER EXAMINATIONS, NOV/DEC 2011

MECHANICAL ENGINEERING

SEVENTH SEMESTER

(Regulation 2008)

**ME 9072 – ENTREPRENEURSHIP DEVELOPMENT**

Time: 3 Hours

Max.Marks:100

Answer all the questions

**PART – A (10 x 2 = 20 Marks)**

- 1) Write the difference between Entrepreneur and Intrapreneur?
- 2) Write any two functions of an Entrepreneur?
- 3) List out the Maslow's classification of need?
- 4) What is business game?
- 5) Write any two objectives of small Enterprises.
- 6) What are the elements of project formulation?
- 7) What are the External Sources of Finance?
- 8) Distinguish between PERT and CPM.
- 9) What are the important of Government policy?
- 10) Stage any three advantages of Joint Venture.

**PART – B (5 x 16 = 80 Marks)**

- 11) Briefly explain the concepts of entrepreneur. How does an entrepreneur differ from a manager?
- 12) (a) What is Entrepreneur Motivation? Explain the nature and process of motivation.

**[OR]**

- (b) What do you mean by EDP? Explain the need and objectives of entrepreneurial development programmes.

13) (a) Briefly explain the classification and characterization of small scale industry.

[OR]

(b) Explain the various steps in identification of Business opportunity.

14) (a) What a meant by the term Working capital? Distinguish between gross working capital and not working capital.

[OR]

(b) What is sales tax? Explain the types of Sales taxation in India.

15) (a) What are the reasons for sickness of most of the small business enterprises in India? What should an entrepreneur do to prevent sickness?

[OR]

(b) What are the salient features of new small enterprises policy? How is the government's protective policy beneficial for the development of small scale industries?