



Code No. : 5166/M

FACULTY OF ENGINEERING AND INFORMATICS
B.E. 4/4 (ECE/CSE/IT) (Main) II Semester Examination, May/June 2012
ENTREPRENEURSHIP (Elective – II)

Time: 3 Hours]

[Max. Marks : 75

Note : Answer **all** questions from Part A, Answer **any five** questions from Part B.

PART – A

(25 Marks)



1. How does an Entrepreneur creates an entrepreneurial culture ?
2. How is the Entrepreneur responsible for the economic progress of an area or a region ?
3. What is a 'TAX HOLIDAY' for a small scale industry ?
4. What is a 'single-window-clearance' ?
5. How does an Entrepreneur select the 'best -suited business-opportunity' for him ?
6. How do you differentiate opportunity and possibility ?
7. "Marketing is the need of buyers", Explain.
8. How does production planning and control reduces-idleness ?
9. From the given information findout sales volume in units if the company wants a profit of Rs. 1,50,000.
Total fixed cost = Rs. 20,00,000
Selling price per unit = Rs. 50
Marginal cost per unit = Rs. 15
10. What financial decisions are taken by the finance department ?

PART – B

(50 Marks)

11. a) Entrepreneurship is the combination of an Entrepreneur and an Enterprise. Explain.
- b) What is the role of an Entrepreneur in industrial development ?



12. a) What is a small scale industry ? How does it differ from an ancillary industry ?
b) What is an ancillary industry ? How are they helpful to the big industries ?
13. a) How does an Entrepreneur make decisions about a product ? Explain.
b) How does the nature of technology influences the selection of a business opportunity ?
14. a) What is a joint-stock company ? Describe the features of a joint-stock company.
b) What are the differences between sole-proprietorship and partnership form of business organisation ?
15. a) What is a Balance Sheet ? What are the different components in it ?
b) Explain different types of Cash books.
16. Calculate the Break-Even-Point graphically and describe how to arrive at the BEP ? Give an example.
17. What is production planning and control ? What are the steps involved in it ? Explain.