

(4)

- (b) Explain the quantitative methods in decision making. 5
8. (a) What do you mean by leadership? State and briefly explain three relatively distinct -styles of leadership an entrepreneur is desired to possess. 5
- (b) What is the importance of communication in an enterprise? Distinguish between formal communication and informal communication and between vertical communication and horizontal communication. 5

Total Pages—4

B. Tech-8
ENTP

Set-2

Full Marks : 70

Time : 3 hours

Answer six questions, including Q. No. 1 which is compulsory

The figures in the right-hand margin indicate marks

1. Answer all questions : 2 x 10
- (i) Who is an entrepreneur ?
- (ii) What are the four essential qualities to make an entrepreneur ?
- (iii) How are entrepreneurship and economic development interrelated ?
- (iv) What do you mean by perception ?
- (v) What do you mean by creativity ?

- (vi) What is meant by SISI ?
- (vii) What is TCO ?
- (viii) What is working capital ?
- (ix) What is feasibility report ?
- (x) What do you mean by turn-over ratio ?
2. (a) State and explain the role of entrepreneurship in industrialisation of modern India in the context of globalisation. 5
- (b) Describe the steps taken by Government of India in promoting entrepreneurship in the country. 5
3. (a) State and explain the three important functions an entrepreneur is expected to perform. 5
- (b) Explain the importance of 'achievement motivation' in an enterprise. How does an entrepreneur perform in a group ? 5

4. (a) What do you mean by 'business opportunity guidance' ? State and explain the steps an entrepreneur should follow for selecting a product for his venture. 5
- (b) Describe the role of SFC in setting up an enterprise. 5
5. (a) What do you mean by project appraisal ? State and briefly explain the various aspects of a project appraisal. 5
- (b) Enumerate the steps followed in a project appraisal. 5
6. (a) State and explain the important characteristics of an entrepreneur that contribute to his success. 5
- (b) State the six important segments of entrepreneurial environment and explain their significance. 5
7. (a) State and explain the guidelines for effective decision making in a business concern. 5