Duration: 2 Hours **Total Marks: 50**

Q. No.	*Note:* • **Question number Q1 is compulsory** • **Attempt any two questions out of Q2 to Q5**		Marks	Course Outcomes	Bloom's Level
				CO	BL
Q1	(a)	Define entrepreneurship development. Write the phases of entrepreneurship development in sequence.	[5]	CO1	Remember
	(b)	Write any five problems/challenges commonly faced by new entrepreneurs in India.	[5]	CO2	Understand
	(c)	For a campus-based food truck, list two decisions under Production/Operations and two under Marketing Plan that you would include in a business plan.	[5]	CO3	Apply
	(d)	Analyze how institutions like SIDBI, NABARD, NSIC, DIC, and NIESBUD contribute differently to the development of entrepreneurship in India. What are the key areas of support provided by each?	[5]	CO4	Analyze
Q2	(a)	Explain the entrepreneurial environment and list any four environmental factors with examples.	[8]	CO2	Understand
	(b)	Women entrepreneurship: State two common problems faced and mention two special schemes/supports available to women entrepreneurs.	[7]	CO5	Evaluate
Q3	(a)	Discuss ethical practices and code of conduct for start-ups. Evaluate any two ethical issues that may arise in digital platforms.	[8]	CO5	Evaluate

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	(b)	Suggest two low-cost customer acquisition ideas and two basic cost-control measures for the above e-commerce start-up.	[7]	CO3	Apply
Q4	(a)	Explain the role of National Policy on Skill Development & Entrepreneurship in supporting start-ups. Mention any two incentives/subsidies relevant for new MSMEs.	[8]	CO4	Analyze
	(b)	Design two concrete mechanisms to promote intrapreneurship in a manufacturing firm.	[7]	CO6	Create
Q5	(a)	Draft a brief model project report outline for a stationery start-up (including Marketing, Operations, Organization, and Finance).	[8]	CO3	Apply
	(b)	Differentiate between angel investors, venture capital, and crowdfunding with one example for each.	[7]	CO4	Analyze

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