

BC-406 (ii)

## ENTREPRENEURSHIP DEVELOPMENT

External Marks: 80

Internal Marks: 20

Time: 3 Hours

**Note: Paper setter will set nine questions in all. Question No. 1 comprising of five short types questions carrying four (4) marks each is compulsory. It covers the entire syllabus. Answer to each question should not be more than one page. Candidate is required to attempt four questions from the remaining eight questions carrying 15 marks each.**

Entrepreneur: meaning, scope, role and functions of entrepreneur in economic development; economic, social and psychological need for entrepreneurship; characteristics, qualities and pre-requisites of entrepreneur; methods and procedures to start and expand one's own business; life cycle of a new business and relationship with large enterprises; factors affecting success of a new business; reasons for the failure and visible problems for business

Feasibility study: preparation of feasibility reports; economic, technical, financial and managerial feasibility of project; selection of factory location; demand analysis and market potential measurement; capital and project costing; working capital requirements; source of finance; profit and tax planning.

Government support and incentives to new enterprise; role of govt., promotional agencies and institution in entrepreneurship development; entrepreneurship development programmes; Start-up India; Skill India.

### REFERENCES

- Clifton, Davis S and Fyfe, David E: Project Feasibility Analysis 1977, John Wiley, New York.
- S.S. Khanka: Entrepreneurial Development S. Chand & Co. Ltd. Ram Nagar New Delhi.
- Hisrich R D and Peters M P: Entrepreneurship, Tata McGraw-Hill.
- Rabindra N. Kanungo: Entrepreneurship and Innovation, Sage Publications, New Delhi.
- Kuratko & Hodgetts, Entrepreneurship – Theory, Process and Practices, Thomson Learning.
- Mathew J. Manimala, Entrepreneurship Theory at Cross Roads: Paradigms and Praxis, Dream Tech Publications.