

**ENTREPRENEURSHIP DEVELOPMENT**

**Max Marks: 100**

**External Marks: 80**

**Internal Marks: 20**

**Time: 3 Hours**

**Note: There will be eight (8) questions in all. The first question is compulsory and consists of six (6) short-questions having four (4) marks each. Answer to these questions should not exceed 150 words. The candidate will be required to attempt any four questions out of remaining seven (7) questions and each question carries fourteen (14) marks each. Duration of each paper will be three (3) hours.**

Entrepreneurship: concept, nature and scope; factors affecting entrepreneurial growth; major motives influencing an entrepreneur; stress management; entrepreneurship development programs.

Small Enterprises: Definition, Classification – Characteristics, Ownership Structures.

Market Survey and Opportunity Identification: starting a small-scale industry, registration procedures, list of items reserved for small scale industry; assessment of demand and supply in potential areas of growth, understanding business opportunity, considerations in product selection, data collection for setting up small ventures.

Project Report Preparation: Managerial and Operational aspects of small business; Human relations and performance in organization; Institution supporting entrepreneurial growth.

Environmental considerations: concept of ecology and environment, air, water and noise pollution standards and control.

Personal Protection Equipment (PPEs) for safety at work places

**REFERENCES**

Rathore, BS and JS Saini, A Handbook of Entrepreneurship (Ed.), Aapga Publications, Panchkula (Haryana)

Gupta, CB and P Srinivasan, Entrepreneurship Development, Sultan Chand and Sons, New Delhi

S Anil Kumar, S C Poornima, Mini K Abraham and K Jayashree, Entrepreneurship Development, New Age International Publisher, N Delhi.

Dhamija, Suresh K, Environmental Engineering and Management, SK Kataria and Sons, New Delhi  
Sharma, BR, Environmental and Pollution Awareness, Satya Prakashan New Delhi

Thakur Kailash, Environmental Protection Law and policy in India: Deep and Deep Publications, New Delhi

Bhandari, PM, Handbook of Small-Scale Industry

Sharma, DD, Total Quality Management, Sultan Chand and Sons, New Delhi.