

Total No. of Questions :5]

SEAT No. :

**P3798**

**[4870]-3003**

[Total No. of Pages :2

**M.B.A.**

**303: STARTUP AND NEW VENTURE MANAGEMENT**

**(2013 Pattern) (Semester - III)**

*Time : 2 ½ Hours]*

*[Max. Marks :50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Each question carries 10 marks.*
- 3) *Each question has an internal option.*

**Q1) a)** How would you go about designing an entrepreneurship development programme (EDP) for school drop outs.

OR

b) All entrepreneurs are managers, but all managers are not entrepreneurs - Discuss.

**Q2) a)** An opportunity is a market gap left by those who currently operate in the market and represent business potential through serving customers differently and better than before - Discuss with a suitable example.

OR

b) Discuss the factors to be considered for product selection with an example.

**Q3) a)** Discuss the current definition of micro, small and medium enterprise? do you think there is a need to increase or decrease these limits? Why?

OR

b) Prepare a specimen of project report for any business.

***P.T.O.***

**Q4)** a) Discuss the role and importance of District Industries Centre (DIC) in promoting entrepreneurship and industrial development in India.

OR

b) Discuss in brief the various laws related to startups in India.

**Q5)** a) Discuss the factors that lead to business failure in India. Support your answer with suitable examples.

OR

b) Discuss the case of any successful entrepreneur you know. Explain the factors that made him /her successful.

*EEE*