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Total Number of Pages: 02

MBA
15MNG303

3rd Semester Regular Examination: 2017-18
Entrepreneurship & Business Incubation
BRANCH : MBA
Time: 3 Hours
Max Marks: 100
Q.CODE: B678

Answer Question No.1 and 2 which are compulsory and any four from the rest.
The figures in the right hand margin indicate marks.

- Q1 Answer the following questions: (2 x 10)**
- a) How do you classify entrepreneurship?
 - b) Define the small scale business unit in India?
 - c) What is the meaning of “replicable” in the context of business model for a startup”?
 - d) What is business incubation?
 - e) What are the different forms of incubation centers?
 - f) Why is commercialization of technology necessary?
 - g) What is intrapreneurship?
 - h) What is the difference between start up and business incubation?
 - i) What is disruptive technology?
 - j) What is start up culture?
- Q2 Fill up the blanks in the following questions. (2x10)**
- a) Business incubation marketing is.....
 - b) An incubator provides ----- to a start up at an affordable cost.
 - c) Start up eco system includes.....
 - d) FFF stands for -----
 - e) -----andframe the Industrial policies of the country as well as state.
 - f) Benchmarking means.....
 - g) An entrepreneur learns from both _____and _____of his venture.
 - h)is the organization in the government sector which supports and promotes entrepreneurship in India.
 - i) The phases of development of a startup are-----.
 - j) Virtual Business Incubation means-----.
- Q3 a) “Entrepreneurs are made not born” Comment on this statement and outline various traits of a successful entrepreneur. (7.5)**
- b) Do you agree that the entrepreneurs are change agents? Justify your answer. (7.5)**
- Q4 a) What do you mean by a business plan? Consider yourself as a small scale manufacturer, prepare a business plan highlighting on its various components. (7.5)**
- b) Discuss the environment clearance procedure for starting a small enterprise. (7.5)**

- Q5** a) Why do we consider working capital as the life blood of any enterprise? **(7.5)**
b) Explain how a startup is financed. Discuss the different stages of financing **(7.5)**
- Q6** Define industrial sickness with special reference to small scale industry. **(15)**
Discuss various causes and consequences of industrial sickness in India.
- Q7** Discuss the start up development phases. **(15)**
- Q8** **Write short notes on any TWO :** **(7.5x2)**
a) Bankability of a project
b) Venture capital and angel financing
c) Regulatory clearance for setting up a business