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MBTM-031/NMBA-031

(Following Paper ID and Roll No. to be filled in your Answer Book)

Paper ID :270301

Roll No.

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B.Tech.

(SEM. III) THEORY EXAMINATION, 2015-16

ENTREPRENEURSHIP DEVELOPMENT

[Time:3 hours]

[Total Marks:100]

Attempt questions from each sections as per the instructions.

SECTION-A

1. Attempt **all** parts from this section. Your answer should be about 30 words, each parts carries 2 marks.(2×10=20)
 - (a) Who is an entrepreneur? List the roles of an entrepreneur.
 - (b) Discuss the characteristic traits of successful entrepreneurs with the help of examples.
 - (c) Distinguish between entrepreneur and a manager.
 - (d) Define Entrepreneurial culture.
 - (e) Explain different types of entrepreneurial mobility.

- (f) What do you understand by a financial support system?
- (g) Discuss the problems faced by women entrepreneurs in India.
- (h) Elaborate the concept of social enterprise.
- (i) What is Project management in the entrepreneurial context?
- (j) Briefly discuss the process of Environment Analysis.

SECTION-B

Attempt any five questions. (10×5=50)

2. Explain the needs, objectives, phases and evaluation criteria for Entrepreneurial Development programs EDPs.
3. Discuss the role of Development of Financial Institutions and Investment Institutions in India. What are the various sources of financial support for an entrepreneur?
4. What are the causes of formation of MSME policy in India? How are government organizations supporting them?

5. "Entrepreneurship acts as a catalyst for economic development of a country". Explain with relevant examples and cases in Indian context.
6. Explain the concept of social Entrepreneurship. What are the responsibilities of an entrepreneur towards society? Discuss the recent trends.
7. What are the reasons of failure of unsuccessful ventures? How can an unsuccessful entrepreneurship can be avoided? Elaborate with the help of examples.
8. Discuss the concept of business idea generation. Explain the steps involved in business planning process with an industry example.
9. What are the essential elements of a project report? Describe the concept of project evaluation with the help of an example.

SECTION-C

Read the following case and attempt two out of three questions given at the end. (15×2=30)

Bandhan Financial Services Pvt. Ltd. (Bandhan), the largest microfinance institution in India, got an 'in principle' approval

in April 2014 from India's central bank, the Reserve bank of India (RBI), to start full-fledged banking operations. Bandhan, which had been formed by Chandra Shekhar Ghosh (Ghosh) with the social motive of giving small loans to the asset-less poor in unbanked regions of India, would now have to change its business model to play on a bigger turf and on a larger scale. While transforming itself into a bank would give it benefits like access to cheaper funds and increased scope of operations, but the considerable liberty it enjoyed by being a microfinance entity would be lost.

Microfinance involves providing financial services to the needy and unbanked or underserved people of the world and customizing the products to suit their needs and convenience. While the history of microfinance can be traced back to the middle-ages, its more modern version was pioneered by the Grameen Bank of Bangladesh, Latin America's ACCION International and India's Self-employed Women's Association (SEWA).

Bandhan (meaning bonding and togetherness) was started as a Non-Government Organization (NGO) in 2001 in an attempt to eradicate poverty and raise the living standard of

the millions of impoverished in India by taking financial services to them.

In February 2013, the RBI invited applications for new banking licenses, to be accompanied by the applicant's proposed model for a bank. The objective was to increase competition in the banking industry. In April 2014, RBI announced its decision to accept Bandhan's proposal and granted it 'in principle' banking license that required it to start the operations of its bank within eighteen months.

Questions :

- a. Analyze the challenges lying ahead for 'Bandhan' and explore ways and means to overcome those challenges.
- b. Recognize and evaluate the challenges faced in the transformation of an organization, particularly of a social venture into a commercial one and study how to unite their goals and actions.
- c. Discuss the operations of a microfinance institution taking 'Bandhan' as a case in point and appreciate the constraints and the challenges faced by it, with the prime focus on India.

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