

Name:

Enrolment No:



**UNIVERSITY OF PETROLEUM AND ENERGY STUDIES**

**End Term Examination, December 2020**

**Course: Entrepreneurship Theory and Practices**

**Semester: III**

**Program: BBA**

**Time: 03 Hours**

**Course code: UCIE2002**

**Max. Marks: 100**

**SECTION A ( 30 Marks)**

**1. Each Question carries 5 Marks**

**2. Instruction: Complete the statement / Select the correct answer(s)**

		<b>CO</b>
Q 1	A _____ is a professional money manager who makes risk investment from a pool of equity capital to obtain a high rate of return on investments. A. venture capitalist B. entrepreneur C. businessman D. buyer	<b>CO 5</b>
Q 2	The business plan should be prepared by: A. Entrepreneurs B. Consultants C. Engineers D. Small business administration service	<b>CO 4</b>
Q 3	Which of the following is not a source of idea generation? A. Consumers B. Federal government C. Brain storming D. Training	<b>CO 2</b>
Q 4	Which of the following is the reason for business failure _____. A. Lack of market research. B. Poor financial control. C. Poor management. D. All the above.	<b>CO 3</b>
Q 5	Decisions taken by an entrepreneur on behalf of his enterprise are known as _____. A. Organizational decisions. B. Personal decisions. C. Routine decisions. D. Strategic decisions	<b>CO 1</b>
Q 6	IPO stands for _____	<b>CO 4</b>

**SECTION B ( 50 Marks)**

**1. Each question carries 10 marks**

**2. Instruction: Write short / brief notes**

Q 7	In brief enumerate the various life stages of a startup.	<b>CO 1</b>
-----	--	-------------

Q8	“Entrepreneur is a person, who seeks for an opportunity by identifying a problem”. Discuss this ideology corresponding to an established startup/company of your own choice.	CO 2
Q9	Discuss the various sources for scouting Business ideas.	CO 3
Q10	“Team plays a vital role in building a successful venture”. With respect to above elaborate the following 4 pillars of successful team. (i) Common purpose and shared value goals (ii) Development of skills (iii) Synergetic Harmony (iv) Keep the accent on the positive.	CO 5
Q 11	Funding is an important aspect required to scale a business, post fetching the initial few customer”. In detail discuss the various avenues of funding for startup.	CO 5
<b>Section C ( 20 Marks)</b>		
<b>1. Each Question carries 20 Marks.</b> <b>2. Instruction: Write long answer.</b>		
Q 12	A business plan is a written document describing a company's core business activities, objectives, and how they plan to achieve their goals. Corresponding to the same, discuss in detail the various components that contributes to a successful implementation of business plan.	CO 4