

( 4 )

- (b) What is goal setting? How is it set?  
How does it help in entrepreneurial process?
- (c) Discuss with example any five methods to generate business ideas.

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Total No. of Questions : 4]

[Total No. of Printed Pages : 4

Course Code  
**DED – 03**

**Term End Examination - December, 2019**

DEVELOPMENT OF ENTREPRENEURIAL  
SKILLS

Diploma in Entrepreneurship Development (DED)

Time : 3 hours

Full Marks : 100

The figures in the right-hand margin indicate marks

Answer **all** Groups as directed

Group—A

1. Answer *all* the questions, each within 1 word or 1 sentence : 1×10=10
- (a) What do you mean by skill?
- (b) What is small business?
- (c) What do you mean by social structure?
- (d) What do you mean by an economy?
- (e) What is capital formation?
- (f) What is per capita income?
- (g) What is backward linkage?

( 2 )

(h) What do you mean by financial inclusion?

(i) What do you mean by scalability?

(j) What do you mean by personal effectiveness?

Group—B

2. Answer any *four* questions each within 100 words :  $5 \times 4 = 20$

(a) What are personal entrepreneurial skills?

(b) Why is Dhirubhai Ambani a role model for entrepreneurs?

(c) What were the different types of innovation? Briefly mention about them.

(d) How can synectics method be used by entrepreneurs? Explain.

(e) What factors affect entrepreneurial growth? Describe in brief.

(f) Is India really a hotbed for social enterprises? Justify your answer.

( 3 )

Group—C

3. Answer any *four* questions each within 200 words :  $10 \times 4 = 40$

(a) Social and business entrepreneurs face different challenges. Discuss.

(b) What are the prominent characteristics of entrepreneurs? Explain.

(c) What is need hierarchy theory? Elaborate.

(d) Discuss the key entrepreneurial skills with examples.

(e) Discuss various dimensions of entrepreneur's identity.

(f) What is innovation? How is innovation managed?

Group—D

4. Answer any *two* questions each within 300 words :  $15 \times 2 = 30$

(a) Explain the role of an entrepreneurship in economic development.