

PARUL UNIVERSITY
COLLEGE OF AGRICULTURE
B.Sc.(Hons.) Summer 2021-22 Examination

Semester: 5

Subject Code: 20109302

Subject Name: Entrepreneurship Development and Business Communication

Date: 05-04-2022

Time: 10:30am to 1:00pm

Total Marks: 50

Instructions

1. All questions are compulsory.
2. Figures to the right indicate full marks.
3. Make suitable assumptions wherever necessary.
4. Start new question on new page.

Q.1 Do as Directed.**A. Fill in the blanks. (Each of 1 mark)****(05)**

1. A tendency of prematurely evaluating communications rather than to keep an uncompromised position during interchange is called _____.
2. A good communication atmosphere requires _____ to enable people to appreciate one another's point of view.
3. A common phenomenon that people fail to react to bulletins, notices and reports is _____.
4. Communication between a superior and his subordinates is called _____.
5. Opening the Indian economy to foreign investment is called _____.

B. Multiple choice type questions. (Each of 1 mark)**(10)**

- 1 Which of the following is something that the business plan cannot do?

a) Develop a sound business strategy	c) Setting clear business goals and objectives
b) Develop a sound business strategy	d) Predict the future
2. The cover sheet should contain information about the business, including the name of the _____ and _____.

a) Products and services	c) Principal and business
b) Business and address	d) Business and product
- 3 Business plans _____

a) Predict the future.	c) Cannot predict the future
b) Guarantee funding	d) Can raise all the money required.
- 4 Good executive summaries _____

a) Cannot sell ideas	c) Can guarantee funding
b) Can sell ideas	d) All of the above
- 5 The _____ of the business plan briefly sets out the business plan indicating the major objectives and describing the products and (or) services, market strategy and some financial projections

a) Cover sheet	c) Brief history
b) Executive summary	d) Appendices
- 6 Which one of the following is not part of the steps involved in preparing a business plan?

a) Determine the present status of a business	c) Submit the business plan when applying for funds
b) Describe where you want to go with the business and to develop goals to take you there	d) Formulate an action plan to facilitate the realisation of objectives
- 7 Internal locus of control refers to...

a) A belief that one can control one's own environment	c) A belief that one and someone else control one's environment
b) A belief that someone else controls one's environment	d) A belief that no one controls one's environment
- 8 The following are myths related to entrepreneurs....

a) Entrepreneurs are born not made	c) Entrepreneurs are gamblers
b) Entrepreneurs are doers and not thinkers	d) All of the above
- 9 EDPs is required to help _____

a) Existing Entrepreneurs	c) First generation Entrepreneurs
b) Future Generation entrepreneurs	d) None of the above
- 10 The most important reason amongst others why people start their own business is to

a) Survive financially	c) Live their entrepreneurial destiny
b) Serve their community	d) To sell their innovative products

Q.2 Do as Directed.

A. Define the following. (Any five out of seven)

(05)

1. Supervision
2. Leadership
3. Motivation
4. Direction
5. Problem
6. Entrepreneurship
7. Entrepreneur

B. Answer the following. (Any five out of seven)

(05)

1. What is SWOT analysis?
2. Give the importance of Motivation.
3. Explain the communication process.
4. Describe the different types of leaderships.
5. State the qualities of a good leader.
6. State the impact of economic reforms post liberalization.
7. State the types of Entrepreneurs according to earlier times.

Q.3 Write short notes. (Any five out of six)

(10)

1. Impact of economic reforms on agribusiness.
2. Project Formulation.
3. Micro, Small and Medium Enterprises Development Act 2006.
4. Entrepreneurship Development Institute of India.
5. Schemes for Women Entrepreneurs.
6. Prime Minister's Employment Generation Program.

Q.4 Long Questions/Example (Attempt any three out of four)

(15)

1. Differentiate between Monitoring and Evaluation
2. Describe Entrepreneurial Development Process.
3. Describe Problem solving stages
4. State and Describe the characteristics of an Entrepreneur.