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B. HMCT  
HMPE 4410

## Eighth Semester Examination – 2008

### ENTREPRENEURSHIP DEVELOPMENT

Full Marks – 70

Time : 3 Hours

Answer Question No. 1 which is compulsory  
and any **five** from the rest.

The figures in the right-hand margin  
indicate marks.

1. Explain the following in brief : 2 × 10
  - (a) Feed back
  - (b) Internal loans of control
  - (c) Start-up
  - (d) Synergy
  - (e) Entry barrier



- (f) I.S.O. 9000
- (g) Customer value
- (h) Quality circle
- (i) System checking
- (j) Balance score card.

2. Why is there a need to identify entrepreneurial behaviour ? Design a training module to train an entrepreneur in “Risk Training”. 10
3. How do you define “Entrepreneurship” ? What is the scope for an entrepreneur to succeed in “Fast Food Operation Business” in an Indian context ? 10
4. Enumerate the motivating entrepreneurial qualities in order to be a successful entrepreneur. Discuss about the fact that the efficient entrepreneur do “self assessment” while setting his goals. 10

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5. Prepare a Training Need Analysis to train power-oriented entrepreneur. What are the disadvantages of absence of Networking? 10
6. Most of the small scale industries are declared as sick companies due to lack of “entrepreneurship”. Discuss about this point. Explain the point that there is a need of “customer oriented culture” to be kept in mind by an entrepreneur. 10
7. Describe “employee empowerment” as one of the main tools for an entrepreneur to survive and succeed in the business. Write down the dos and don'ts of an entrepreneur in his goal setting. 10
8. One of the important traits for an entrepreneur is “persistence”. Evaluate an Indian Entrepreneur for the efficiency and prepare an action plan for his training in such area. 10

