

3 Yr. Degree/4 Yr. Honours 3rd Semester Examination, 2024 (under CCFUP of NEP 2020)

Time: 2 Hours Subject : ENTREPRENEURSHIP AND START-UP Full Marks: 40

Course: Inter/Multi-Disciplinary

Course Code : BBA3031

Course Title :

Roll No.: Registration No. of 20

INSTRUCTIONS TO THE EXAMINEE

1. The Question-cum-Answer Booklet comprised of 40 Questions and each Question carrying 1 (one) mark.
2. Each Question possesses 4 (four) Answer Options (A), (B), (C) and (D) of which only one option bears Correct Answer.
3. Completely darken the respective circle for your response as shown below—
Correct method ● Wrong method (✓) (✗) (◐)
4. Each Correct Answer will be credited with 1 (One) Mark.
5. If an Examinee attempts more than one Option for a Question, the attempt will be considered as WRONG Answer.
6. No Mark will be deducted for attempting Wrong Answer or Incorrect attempts.
7. Only Blue/Black Ink Pen is to be used for Answering Question.
8. No Electronic Gadget (Calculator, Mobile Phone, Laptop, I-Pad, Camera etc.), Papers (Other than Admit Card) will be allowed inside the Examination Hall.
9. No Loose sheet will be provided for scribbling and No Paper is to brought in this purpose. Any Examinee found with incriminating Documents in his/her possession— he/she will be Expelled.
10. All rough work must be done in the page provided in the Question-Answer-Booklet, and the said Page of the Booklet **must not be torn out.**
11. No Examinee will be allowed to leave the Examination Hall until an Hour has elapsed from the commencement of the Examination.
12. As per order of the Executive Council all Answer Scripts will be preserved for one year from the date of Publication of Results.

১. Question-cum-Answer Booklet-এ মোট ৪০টি প্রশ্ন আছে এবং প্রতিটি প্রশ্নের মান ১ (এক)।
২. প্রতিটি প্রশ্নের জন্য ৪ (চার)টি করে Option (A), (B), (C) এবং (D) থাকবে, এর মধ্যে একটি সঠিক উত্তর নির্দেশ করবে।
৩. সঠিক উত্তরের জন্য নির্দিষ্ট বৃত্তটিকে সম্পূর্ণ রূপে কালো করতে হবে তা নীচে দেখানো হল—
সঠিক পদ্ধতি ● ভুল পদ্ধতি (✓) (✗) (◐)
৪. প্রতিটি সঠিক উত্তরের মান ১ (এক)।
৫. যদি কোনো পরীক্ষার্থী একটি প্রশ্নের একাধিক উত্তর দেয় তাহলে সেটি ভুল উত্তর হিসেবে গণ্য হবে।
৬. ভুল উত্তরের জন্য কোনো নম্বর বাদ যাবে না।
৭. উত্তর লেখার জন্য কেবলমাত্র নীল অথবা কালো কালির কলম ব্যবহার করা যাবে।
৮. পরীক্ষাকেন্দ্রের মধ্যে কোনো ইলেকট্রনিক্স যন্ত্রাদি (ক্যালকুলেটর, মোবাইল ফোন, ল্যাপটপ, আই-প্যাড, ক্যামেরা ইত্যাদি), কাগজ (কেবলমাত্র অ্যাডমিট কার্ড ছাড়া) নিয়ে প্রবেশ নিষেধ।
৯. হিজিবিজি বা রাফ লেখার জন্য কোনো বাড়তি কাগজ দেওয়া যাবে না এবং এই উদ্দেশ্যে কোনো কাগজ আনা যাবে না। কোনো পরীক্ষার্থীর কাছে নকল-এর মতো অপরাধমূলক কাগজ থাকলে সেই ছাত্র/ছাত্রীকে বহিষ্কার করা হবে।
১০. সমস্ত 'রাফ ওয়ার্ক' প্রশ্ন-উত্তর-পুস্তিকার সঙ্গে থাকা নির্দিষ্ট পাতাতেই করতে হবে এবং উত্তরপত্র জমা দেবার সময় পাতাটি ছিঁড়ে নেওয়া যাবে না।
১১. পরীক্ষা শুরু থেকে এক ঘণ্টা সময় অতিবাহিত না হলে কোনো পরীক্ষার্থী পরীক্ষার হল থেকে বের হতে পারবে না।
১২. বিশ্ববিদ্যালয় কর্ম সমিতি কর্তৃক গৃহীত সিদ্ধান্ত অনুসারে পরীক্ষার ফল প্রকাশের দিন থেকে এক বছরের জন্য উত্তরপত্র সংরক্ষিত থাকবে।



1. The term 'entrepreneurship' is derived from the _____ words *entre* and *prendre*.

- (A) Latin
- (B) Greek
- ☒ (C) French
- (D) Austrian

2. Which of the following is/are considered to be the social determinants of entrepreneurship?

- (A) Educational system
- (B) Market condition
- (C) Infrastructure growth
- ☒ (D) All of the above

3. The term 'MSME' stands for _____.

- (A) Micro, Small and Medium Entrepreneurship
- (B) Medium, Small and Micro Enterprises
- ☒ (C) Micro, Small and Medium Enterprises
- (D) None of the above

4. _____ is the process of introduction of novelty in a specific market or industry, such as introduction of new products / services in the market, adoption of new processes of production or service delivery, identification of new sources of supply, in order to fulfill the needs of customers.

- (A) Invention
- ☒ (B) Innovation
- (C) Creativity
- (D) Entrepreneurship

5. In the context of entrepreneurship, stimulation means to providing _____ to budding entrepreneurs.

- (A) assistance
- (B) guidance
- (C) sustenance
- ☒ (D) encouragement

6. _____ fill the gaps in the owner's funds in relation to the amount of equity required to support the successful launching of new innovative and untried businesses.

- ☒ (A) Business angels
- (B) Entrepreneurs
- (C) Venture capitalists
- (D) Private equity

7. Which of the following is least likely to be a feature of MSMEs?

- ☒ (A) Capital intensive
- (B) Labour intensive
- (C) Localised operations
- (D) Lower gestation period

8. _____ are often considered the foundation of a start-up venture.

- (A) Capital
- (B) Premises
- ☒ (C) Ideas
- (D) Buildings

9. Which of the following are traits of successful entrepreneurs?

- (A) Innovation
- (B) Passion
- (C) Customer focus
- ☒ (D) All of the above

10. Which of the following is/are true with respect to family owned business?

- (A) Traditionally, most of the family run businesses have been dominated by the female family members.
- ☒ (B) Conflicts among the family members are one of the major challenges of this form of business.
- (C) Family owned business have complex organisational structure.
- (D) None of the above

11. _____ refers to an association that is formed to serve, support and protect the rights of a particular industry and the persons who are associated with that industry.

- (A) Self-help Group
- ☒ (B) Industry Association
- (C) Mutual Fund
- (D) None of the above

12. Which of the following is / are feature(s) of start-up?

- (A) Maturity stage of operations
- ☒ (B) Unstructured organisations
- (C) Large number of employees
- (D) None of the above

13. Assertion (A) : Mathematically,
Entrepreneurship =
Creativity + Innovation.

Reasoning (R): Creativity is a necessary condition for being a successful entrepreneur, but not a sufficient one.

- (A) Both (A) and (R) are true, and (R) is the right explanation.
- ☒ (B) Both (A) and (R) are true, but (R) is not the correct explanation.
- (C) (A) is true, but (R) is false.
- (D) (A) is false, but (R) is true.

14. The full form of IFCI is _____.

- (A) Infrastructure Finance Corporation of India
- (B) Industrial Finance Co-operative of India
- ☒ (C) Industrial Finance Corporation of India
- (D) Industrial Finance Company of India

15. Which of the following is/are feature(s) of angel investors?

- (A) High net worth individuals
- (B) Invest in small start-up firms
- (C) Invest in local or regional start-up firms
- ☒ (D) All of the above

16. Which of the following is an example of intangible resource?

- (A) Copy right
- (B) Trademark
- ☒ (C) Both (A) and (B)
- (D) None of the above

17. _____ is a formal forum within the family where members present and discuss opinions of important business related issues.

- ☒ (A) Family council
- (B) Family meetings
- (C) Familial constitution
- (D) Family get together

18. Byju Raveendran, Bhavish Agarwal and Ritesh Agarwal are Indian _____.

- (A) Edupreneurs
- (B) Agripreneurs
- ☒ (C) Techpreneurs
- (D) Tourpreneurs

19. Find the correct matching of the items of List-I with the items of List-II given below:

List-I	List-II
(a) Invention	(i) Ability to come up with new ideas through a mental process.
(b) Creativity	(ii) Creation of a product or introduction of a process for the first time.
(c) Innovation	(iii) Making significant contribution to an existing product, process or service.

Codes:

- | | | | |
|---|-----|------|-------|
| | (i) | (ii) | (iii) |
| (A) | (c) | (a) | (a) |
| <input checked="" type="checkbox"/> (B) | (b) | (a) | (c) |
| (C) | (c) | (b) | (a) |
| (D) | (a) | (c) | (b) |

20. The contract, entered into between a start-up firm and a development bank, in which the bank, gets to know about its share of ownership in the start-up in exchange for money invested, is referred to as _____.

- ☒ (A) Investment contract
 (B) Loan contract
 (C) Client Contract
 (D) Quasi contract

21. _____ refers to the funds required for the acquisition of the assets that are to be used over and over for a long period of time.

- (A) Equity capital
☒ (B) Fixed capital
 (C) Working capital
 (D) Reserve capital

22. In India, MSMEs are defined in terms of their size of investment in _____ or _____.

- (A) Plant, Machinery
☒ (B) Plant and Machinery, Equipment
 (C) Building, Plant and Machinery
 (D) Building, Equipment

23. Find the correct matching of the items of List-I with the items of List-II given below:

List-I	List-II
Start-up entity	Utilities
(a) Educational institute	(i) Ground and sports facilities
(b) Hotel	(ii) Family waiting-rooms
(c) Nursing home	(iii) Driver-rooms

Codes:

- | | | | |
|---|-----|------|-------|
| | (i) | (ii) | (iii) |
| (A) | (a) | (b) | (c) |
| (B) | (c) | (a) | (b) |
| (C) | (b) | (c) | (a) |
| <input checked="" type="checkbox"/> (D) | (a) | (c) | (b) |

24. The logical arrangement of physical facilities viz. plant, machineries, equipments, workstations etc. within the premises of an organization is referred to as _____.

- (A) Location
 (B) Arranging
☒ (C) Layout
 (D) Organising

25. When creativity leads to a new approach of solving problems or enriching the society, it is referred to as _____.

- (A) Entrepreneurship
☒ (B) Innovation
 (C) Invention
 (D) Adaptation

26. _____ is required financing for the pre-start stage of firms i.e. financing of ideas that have not yet come to market.

- (A) Fixed capital
☒ (B) Seed capital
 (C) Working capital
 (D) None of the above

27. Outlying areas are areas away from the city/town areas that are usually selected for establishment of _____.

- (A) Factory
- (B) Warehouse
- ☒ (C) Both Factory or Warehouse
- (D) None of the above

28. Statement-1 (S_1) : The contracts that a start-up firm enters into with the customers may be of two types-Sales contracts and Client contracts.

Statement-2 (S_2) : A client contract is required for a start-up firm that renders services to the customers.

- (A) S_1 is true, while S_2 is false.
- (B) S_1 is false, while S_2 is true.
- (C) Both S_1 and S_2 are false.
- ☒ (D) Both S_1 and S_2 are true.

29. Which of the following is/are true with respect to MSMEs in India?

- (A) Poor infrastructure
- (B) Complex labour laws
- (C) Indian MSMEs are known to provide low-cost employment
- ☒ (D) All of the above

30. Pricing policy, Promotional policy and Customer relationship are dimensions of _____ planning.

- (A) distribution
- (B) production
- (C) capacity
- ☒ (D) market

31. Which of the following is least likely to be true with respect to family owned business?

- (A) Involvement of number of generations
- (B) Complex organisational structure
- (C) Emotional bonding between members
- ☒ (D) Flexible size of business

32. Assertion (A) : The industry associations help to make the organizations sustainable.

Reasoning (R): Industry associations guide and continuously educate members with the recent developments in the related industry.

- (A) (A) is true, but (R) is false.
- (B) (A) is false, but (R) is true.
- (C) Both (A) and (R) are true but (R) is, not the right explanation.
- ☒ (D) Both (A) and (R) are true, but (R) is the correct explanation.

33. Which of the following is not a feature of creativity?

- ☒ (A) Rigidity
- (B) Originality
- (C) Sensitivity
- (D) None of the above

34. Which of the following is/are least likely to be true regarding venture capitalists?

- (A) Support to small and medium firms
- (B) Promotes job creation and economic growth
- (C) Trigger for launching and stimulating firms
- ☒ (D) None of the above

35. In a family owned business, the _____ member usually occupies the highest decision-making post and channelizes the firm's policies in the mutual interest of the family and business.

- ☒ (A) senior-most
- (B) junior-most
- (C) most capable
- (D) most educated

36. Business resources are also referred to as Factors of _____.

- (A) Demand
- (B) Supply
- ☒ (C) Production
- (D) Consumption

37. Find the correct matching of the items of List-I with the items of List-II given below:

List-I		List-II	
Start-up entity		Stage of investee firm	
(a) Angel investor		(i) Mid to later stage	
(b) Venture Capitalist		(ii) Founding stage	
(c) Private equity fund		(iii) Pre-profitability stage	

Codes:

- | | | | |
|---|-----|------|-------|
| | (i) | (ii) | (iii) |
| (A) | (c) | (b) | (a) |
| <input checked="" type="checkbox"/> (B) | (c) | (a) | (b) |
| (C) | (b) | (c) | (a) |
| (D) | (a) | (c) | (b) |

38. Which of the following is/ are true regarding creativity?

- (A) Creativity is the ability to come up with new ideas through a mental process of connecting existing concepts.
- (B) It is not necessary for an individual to have a high level of intelligence in order to be creative.
- ☒ (C) Both (A) and (B)
- (D) None of the above

39. A private equity is used to acquire stakes in various companies, which are known as _____.

- (A) Right to manage companies
- (B) Community interest companies
- ☒ (C) Portfolio companies
- (D) None of the above

40. _____ refers to the process, which provides a nurturing, informative and reassuring environment for entrepreneurs during the critical stages of starting a new business venture.

- (A) Entrepreneurship
- (B) Seed funding
- ☒ (C) Business incubation
- (D) Motivation