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1305E621

Candidate's Seat No: _____

IMSc CSF Sem.8 Examination

ICSF 409

Entrepreneurial Cybersecurity

Time : 2.30 Hours]

May-2025

[Max. Marks : 70

Question 1 Answer the following questions:

- i. Discuss the significance of cybersecurity in the modern business environment. How do cyber threats impact business operations and reputation? 7Marks
- ii. Explain the role of an entrepreneurial mindset in identifying opportunities within the cybersecurity industry. 7Marks

OR

- i. Differentiate between the term's 'threat', 'vulnerability', and 'risk' in cybersecurity. Provide examples. 7Marks
- ii. Briefly describe the importance of cybersecurity frameworks such as NIST and ISO 27001 for startups. 7Marks

Question 2 Answer the following questions:

- i. Evaluate the current state of the cybersecurity market and identify key sectors driving its growth. 7Marks
- ii. Describe two emerging niches in the cybersecurity space that offer entrepreneurial potential. 7Marks

OR

- i. What are the critical elements of a cybersecurity startup business plan? Discuss with examples. 7Marks
- ii. Outline the legal and regulatory considerations a cybersecurity business must comply with when handling user data. 7Marks

Question 3 Answer the following questions:

- i. Explain best practices for establishing a secure IT infrastructure for a startup. 7Marks
- ii. Describe the essential steps an entrepreneur should take when responding to a cybersecurity incident. 7Marks

OR

- i. Discuss the importance of branding and positioning in marketing a cybersecurity service. 7Marks
- ii. How can partnerships and collaborations help in scaling a cybersecurity business? Provide real-world examples if possible. 7Marks

Questions 4 Answer the following questions:

- i. List and explain the components of a go-to-market strategy for a cybersecurity startup. 7Marks
- ii. Why is conducting thorough market research important before launching a cybersecurity business? Illustrate your answer. 7Marks

OR

- i. What are the key elements to include in a cybersecurity startup pitch for investors? 7Marks
- ii. Describe the importance of aligning a cybersecurity product with real customer pain points in the early development phase. 7Marks

Questions 5: Attempt any Seven out of Twelve.

14 Marks

1. The _____ Cybersecurity Framework is built around five core functions: Identify, Protect, Detect, Respond, and Recover.
2. _____ Architecture is a security model that assumes no user or device should be trusted by default, even within the network perimeter.
3. _____-as-a-Service refers to a cybercrime model where threat actors offer ready-to-use ransomware tools and infrastructure to others.
4. ISO/IEC _____ is an international standard for implementing and maintaining an Information Security Management System (ISMS).
5. A _____ is a roadmap that outlines the goals, strategies, and operational plans for a cybersecurity startup.
6. A strong _____ highlights the unique value a cybersecurity product or service offers, explaining why customers should choose it over competitors.
7. _____ investors are high-net-worth individuals who provide capital to early-stage startups in exchange for equity.
8. In the _____ business model, companies offer both cybersecurity products and accompanying services to clients.
9. _____ is a method of raising funds by collecting small amounts of capital from a large number of people, typically via online platforms.
- 10 Identifying customer _____ helps entrepreneurs develop tailored cybersecurity solutions that solve specific market problems.
- 11 The _____ team section of a business plan highlights the experience, skills, and qualifications of the core members driving the startup.
- 12 _____ sessions are a common technique used during idea generation to encourage creative thinking and innovation in cybersecurity solutions.

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