

Seat No. : \_\_\_\_\_

**NF-145**

**December-2015**

**4<sup>th</sup> Year M.Sc. (CA & IT)**

**Entrepreneurship Skills**

**Time : 2 Hours]**

**[Max. Marks : 50**

**Instruction :** Be neat and Legible.

1. Define an Entrepreneur. Discuss the important skills required to become a successful Entrepreneur. **10**

2. Explain the concept of Intrapreneurs. Discuss the nature and development of Entrepreneurship. **10**

**OR**

Explain the external factors influencing the growth of Entrepreneurship and discuss the Entrepreneur's role towards regional development and industries.

3. Explain any **two** of the following : **10**

1. Concept of fixed capital and factors determining fixed capital
2. Types of distribution channels for consumer goods.
3. Sources of working capital finance.

4. What is Business opportunity ? Explain the different sources from which an Entrepreneur can obtain business ideas. **10**

**OR**

Discuss the steps required for idea processing and selection in the context of creating and starting the new venture.

5. What is Project Formulation ? Write and explain the elements of Project Formulation that are used as an analytical management aid. **10**

**OR**

Explain :

1. Need for Project Formulation **5**
2. Concept of Break-even Analysis **5**

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