# MAHARASHTRA AGRICULTURAL UNIVERSITIES EXAMINATION BOARD, PUNE
## SEMESTER END EXAMINATION

**B.Sc. (Agri.)**

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| **Semester** | : VI (New) | **Term** | : II | **Academic Year** | : 2015-16 |
| **Course No.** | : EXTN 364 | **Title** | : Entrepreneurship Development and Communication Skills | | |
| **Credits** | : 2 (1+1) | | | | |
| **Day & Date** | : Friday, 29.04.2016 | **Time** | : 09.00 to 11.00 | **Total Marks** | : 40 |

**Note :**
1. Solve **ANY EIGHT** questions from **SECTION "A".**
2. All questions from **SECTION "B"** are compulsory.
3. All questions carry equal marks.
4. Draw neat diagrams wherever necessary.

### SECTION "A"

Q.1 Define project. State the aspects of project formulation?

Q.2 State and explain the incentives for promotion of small scale industries provided by the government.

Q.3 What is Entrepreneurship Development Programmes? Explain its functions.

Q.4 What do you understand by SWOT analysis? Explain in brief.

Q.5 Define entrepreneur. Explain characteristics of entrepreneur?

Q.6 Explain in brief importance of monitoring and follow-up of entrepreneurship development programmes.

Q.7 The stock of a product is exhausted with the retailer. Write an inquiry letter to the whole sale dealer about availability of the product.

Q.8 What is entrepreneurial behaviour? Explain the factors affecting entrepreneurial behaviour.

Q.9 Define advertisement. Explain the type of advertisement and give the specification of good advertisement.

Q.10 Write short notes on (Any two).

1. Role of entrepreneur
2. Market Survey
3. Identifying potential entrepreneur.

### SECTION "B"

Q.11 Give full forms of the following:

1) EDPs
2) NABARD
3) SEZ
4) SMEs

Q.12 Define the following terms :

1) Monitoring
2) Motivation
3) Feedback
4) Planning

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