

MODEL ANSWER
DR. PANJABRAO DESHMUKH KRISHI VIDYAPEETH, AKOLA
SEMESTER END THEORY EXAMINATION
B. Sc. (Hons) Agriculture/Forestry

Semester: V (New)	Term : I	Academic Year: 2020-21
Course No. : EXTN-355	Title : Entrepreneurship Development and	
Credits: 2 (1+1)	Business Communication	
Day & Date: Monday 18.01.2021	Time: 15.00 to 16.00	Total Marks: 40

- Note : 1. Solve **ANY FOUR** questions from **SECTION “A”**
2. Solve **ANY SIX** questions from **SECTION “B”**
3. All questions from **SECTION “C”** are compulsory.
4. Send the PDF file of answer sheet to the email id of respective course teacher.

SECTION “A” (Write the answer in 4-5 sentences only. Each question carries 4 marks)	
Q.1.	Enlist the characteristics of an entrepreneur. Explain any one in brief.
Ans	
Characteristics of an entrepreneur: (Any Seven) 1) Self control 2) Self confidence 3) Sense of urgency 4) Comprehensive awareness 5) Realism 6) Conceptual ability 7) Achievement motivation Need to explain accordingly	8. Taking initiative 9. Interpersonal relationship 10. Emotional stability 11. Risk taking 12. Information seeking 13. Leadership 14. Use of resources 15. Decision making
Q.2	Give the steps in conducting market survey and explain short.
Ans	Steps in conducting market survey. 1) Defining objectives 2) Sampling plan 3) Preparing questionnaire 4) Collection and analysis of data 5) Reporting Need to explain the steps in one or two statements only
Q.3	What is SWOT analysis? Give the points to be considered in SWOT analysis of any organization.
Ans	SWOT analysis is simple frame work for generating strategies alternatives from a situational analysis. It is applicable to the corporate level and to the business unit level. SWOT : S - Strength W - Weakness O - Opportunities T - Threats

<p style="text-align: center;">SECTION “C” (Choose the correct option. Each question carries 1 mark)</p>	
Q.7.	Multiple choice questions
1.	The first EDP was started byin the year 1978? a) Central Bank of India b) State Bank of India c) Reserve Bank of India d) None of these
2.	The word entrepreneur is derived from which French word. a) Entreprendre b) Entrepreneur c) Entrepreneurship d) None of the above
3.	Write the full form of SMEs. a) Small and medium entrepreneur b) Small and medium enterprise c) Small and medium entrepreneurship d) None of the above
4.	The person who starts the process of communication is called as a) Communicator b) Motivator c) Innovator d) Leader
5.	A questionnaire is used for a) Collection of data b) Analysis of data c) Tabulation of data d) Presentation of data
6. help you determine the source of a problem and find an effective solution. a) Problem-solving skills b) Managerial skill c) Leadership skills d) None of these
7.is the ability to accurately receive and interpret messages in the communication process. a) Listening skills b) Leadership skills c) Managerial skills d) Presentation skills
8.	Skills you use when organizing other people to reach a shared goal are called a) Listening skills b) Leadership skills c) Managerial skills d) Presentation skills
9.is a process for bringing ideas into reality. a) Ideas incubation b) Idea generation c) Commercialization d) None of these
10.	Full form of EDPs a) Entrepreneurship Development Programme b) Entrepreneurship District Programme c) Enterprise Development Programme d) None of these
11.	Which of the following is not the principle of TQM a) Produce quality work the first time b) Neglect the customer c) Have a strategic approach to improvement d. Improve continuously
12.	Which of the following are phases in Process of Entrepreneurship Development a) Stimulatory phase b) Support phase c) Sustaining phase d) All the above

Signature of Course Instructor

Signature of Head of the Department

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