

Roll No.....

Total No. of page(s): 1

BT-8/M-24: 48401-SE

HSS-404A Entrepreneurship and Start-ups

Time: Three Hours

Maximum Marks: 75

Note: Attempt five questions in all, selecting at least one question from each unit. All questions carry equal marks.

Unit-I

- Q 1)** What do you understand by term entrepreneurship? What are the different types of Entrepreneurs? 15
- Q 2)** Write a short note on role and responsibilities of entrepreneurship in economic Development. 15

Unit-II

- Q 3)** Explain in detail entrepreneur decision process. 15
- Q 4)** Differentiate between entrepreneur and entrepreneurship. What are the skills to be required to be entrepreneurs. 15

Unit-III

- Q 5)** What are the various models used for different conventional industries? 15
- Q 6)** Discuss building and analyzing business models and explain how they help in business Pitching? 15

Unit-IV

- Q 7)** As a senior advisor to a new entrepreneur, how would you design a 'White Paper' highlighting the entrepreneurial traits and disciplines which are necessary to become a successful entrepreneur? 15
- Q 8)** (i) Analyze the ethical issues in different functional domains of a startup organization.
(ii) Briefly discuss with examples, the smart ways for building competitive advantages. 15

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Total Pages : 2

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ENTREPRENEURSHIP AND START-UPS

Paper-HSS-404A

Time Allowed : 3 Hours]

[Maximum Marks : 75

Note : Attempt **five** questions in all, selecting at least **one** question from each Unit. All questions carry equal marks.

UNIT-I

1. Write a detailed note on evolution of Entrepreneurship in India. 15
2. Discuss the concept of Entrepreneurship and its role in economic development. 15

UNIT-II

3. What is design thinking and discuss the stages of Design thinking process in detail? 15
4. Write a detailed note on the Skills and traits to be a successful Entrepreneur. 15

UNIT-III

5. What is a business model? Write its types with examples. Also explain how to Design a business model? 15

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6. Write a detailed note on lean startups. Also explain how it differs from traditional business model? 15

UNIT-IV

7. Discuss the Central level institutions supporting Entrepreneurs. 15

8. Write a note on Government schemes supporting Entrepreneurs in India. 15