Instructions:
1. Answer all 50 questions (compulsory). Each question carries 2 marks. Total: 100 Marks
2. Read instructions given on the OMR answer sheet and answer the questions.

1. Entrepreneurial behaviours includes:
   (a) Solving problems
   (b) Taking initiatives
   (c) Taking responsibility
   (d) All of above

2. Entrepreneurs attributes includes:
   (a) Preservation
   (b) Hard working
   (c) Determination
   (d) All of above

3. Entrepreneurs skills includes:
   (a) Creative problem solving
   (b) Persuading
   (c) Negotiation
   (d) All of above

4. The term “entrepreneurs” was applied to business initially by the French economist in the 18th century:
   (a) Cantillon
   (b) Jan Tinbergen
   (c) J.S. Mill
   (d) None of above

5. Which of the following is not something that can be invested:
   (a) Energy
   (b) Expertise
   (c) Money
   (d) Time

6. From the following which one is factor affecting entrepreneurial growth:
   (a) Social
   (b) Economic
   (c) Psychological
   (d) All of above
7. What is the need of entrepreneurship:
   (a) For new innovation
   (b) To fill gap in growth
   (c) For healthy competition
   (d) All of above

8. Which one of the following is the process of entrepreneur developing new products that over time make current products obsolete?
   (a) New business model
   (b) Anatomization
   (c) Creative Destruction
   (d) None of above

9. From the following which one is not classification of entrepreneurs according to the types of business:
   (a) Wholesale trade
   (b) Retail trade
   (c) Exporter
   (d) Rural entrepreneur

10. From the following which one is the classification of entrepreneurs according to gender and age.
    (a) Men entrepreneurs
    (b) Women entrepreneurs
    (c) Young entrepreneurs
    (d) All of above

11. Basic problems of women entrepreneurs in India:
    (a) Lack of education skill
    (b) Male dominating society
    (c) Absence of listen bearing capacity
    (d) All of the above

12. From the following, types of entrepreneur are:
    (a) Innovating entrepreneur
    (b) Initiative entrepreneur
    (c) Drone entrepreneur
    (d) All of above

13. The key factor influencing the mobility of entrepreneurs are:
    (a) Resources
    (b) Experience and Education
    (c) Language and culture
    (d) All of above

14. It’s an institution to set up a network of technical consultancy organizations in the country.
    (a) TCO
    (b) ITC
    (c) EGB
    (d) None of above
15. An Entrepreneur refers to:
   (a) Initiator
   (b) Motivator
   (c) Visualizer
   (d) All of above

16. Which of the following factors do influence entrepreneurship?
   (a) Technical Knowledge
   (b) Entrepreneurial training
   (c) Local manpower
   (d) All of above

17. Which of the following shows the process of creating something new?
   (a) Business model
   (b) Modeling
   (c) Creative flexibility
   (d) Innovation

18. Which of the following gives suggestions for new products and also help to market new products?
   (a) Existing products and services
   (b) Federal government
   (c) Distribution Channels
   (d) Consumers

19. Which of the following is used by entrepreneurs to acquire experience in an international market before making a major commitment?
   (a) Merger
   (b) Minority Interest
   (c) Joint venture
   (d) Majority interest

20. GATT is established in 1947, under:
   (a) German leadership
   (b) U.S. leadership
   (c) French leadership
   (d) U.K. leadership

21. A person who managed large projects was termed as the entrepreneur in the
   (a) Earliest period
   (b) Middle ages
   (c) 17th century
   (d) 19th and 20th century

22. What is the process by which individuals pursue opportunities without regard to resources they currently control?
   (a) Startup management
   (b) Entrepreneurship
   (c) Financial analysis
   (d) Feasibility planning

23. Having less than 50 percent of equity share in an international venture is called:
   (a) Joint Venture
   (b) Majority interest
   (c) Minority interest
   (d) Exporting
24. Having more than 50% ownership position that provides the entrepreneur with managerial control is called:
   (a) Joint venture
   (b) Majority interest
   (c) Horizontal merger
   (d) Diversified activity merger

25. Which of the following factors is the most important in forcing U.S companies to focus on new product development and increased productivity?
   (a) Entrepreneurship
   (b) Hyper competition
   (c) Governmental laws
   (d) Organizational culture

26. Which of the following is alternatively called corporate venturing?
   (a) Entrepreneurship
   (b) Intrapreneurship
   (c) Act of stating a new venture
   (d) Offering new products by an existing company

27. Individuals influencing an entrepreneur’s career choice and style are known as which of the following?
   (a) Moral-support network
   (b) Role model
   (c) Professional support network
   (d) Support system

28. The activity which occurs when the new venture is started is called:
   (a) Motivation
   (b) Business skills
   (c) Departure point
   (d) Goal orientation

29. Which one of the following is an important source of idea generation due to their familiarity with the needs of market?
   (a) Existing products and services
   (b) Distribution channels
   (c) Federal government
   (d) Consumers

30. Members of distribution channels are excellent sources for new ideas because:
   (a) They earn a handsome profit from new business
   (b) They are familiar with the needs of the market
   (c) They do not bother if entrepreneur bears a loss
   (d) They have well-developed sales force

31. Which one of the following is the most important characteristic of a successful business website?
   (a) Innovation
   (b) Speed
   (c) Graphics
   (d) Products
32. Which one of the following is the next stage to the Concept Stage of Product Planning and Development Process?
   (a) Idea Stage
   (b) Product Planning Stage
   (c) Product Development Stage
   (d) Test Marketing Stage

33. Why should an entrepreneur do a feasibility study for starting a new venture
   (a) To identify possible sources of funds
   (b) To see if there are possible barriers to success
   (c) To estimate the expected sales
   (d) To explore potential customers

34. Information regarding all of the following is related to operations, EXCEPT:
   (a) Location
   (b) Promotion
   (c) Raw materials
   (d) Labor skills

35. A performance and credit rating scheme has been launched by the MSME Ministry to assess creditworthiness and capabilities of industries in the sector. What is it called?
   (a) Performance and Credit Rating Scheme
   (b) Zero Defect Zero Effect Certification
   (c) Performance and Economy Rating Scheme
   (d) None of the above

36. A Micro Enterprise is an enterprise where investment in plant and machinery does not exceed (According to MSMED Act, 2006):
   (a) Rs. 15 Lakh
   (b) Rs. 20 Lakh
   (c) Rs. 25 Lakh
   (d) Rs. 30 Lakh

37. A corporate manager who starts a new initiative for their company which entails setting up a new distinct business unit and board of directors can be regarded as?
   (a) Ecopreneur
   (b) Technopreneur
   (c) Intrapreneur
   (d) Social Entrepreneur

38. A women entrepreneur is supposed to have a minimum financial interest in share capital of entrepreneur’s enterprise:
   (a) 35 per cent
   (b) 51 per cent
   (c) 25 per cent
   (d) None of the above

39. Family business always interested to handover the change of his business to:
   (a) Indian Administration Officers
   (b) Professional Managers
   (c) Next generation
   (d) None of the above
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41. A___________ is a specialized firm that finances young, startup companies
   (a) Venture capital firm
   (b) Finance company
   (c) Small business finance co.
   (d) Capital creation co.

42. Venture capital firms are usually organized as
   (a) Corporation
   (b) Non-profit organisation
   (c) Closed- end mutual funds
   (d) Limited partnership

43. Which of the following is a characteristic of Venture capital firms
   (a) Developing portfolio of companies
   (b) Allowing firm to use the funds as they see fit
   (c) Having a short term investment horizon
   (d) Holding Debts in the firm that are funded

44. The source of venture capital funding has
   (a) shifted from wealthy individuals to pension funds and corporations.
   (b) shifted from pension funds and corporations to wealthy individuals.
   (c) decreased since 1990.
   (d) none of the above.

45. Which of the following is not a characteristic feature of venture capital firms?
   (a) Funding just one or a small number of firms.
   (b) Holding equity in the firms that are funded.
   (c) Having a long-term investment horizon.
   (d) Providing advice and assistance to the firms that are funded.

46. The largest industry group receiving venture capital funding is
   (a) computer software.
   (b) medical/health.
   (c) computer hardware.
   (d) none of the above.

47. Name the institution which is set up as an apex bank to provide direct/indirect financial assistance under different schemes and also coordinates the functions of other institutions in similar activities
   (a) SIDBI
   (b) NSIC
   (c) RSBDC
   (d) None
48. If the investment in fixed assets or plant and machinery does not exceed one crore rupees, then that particular firm comes under the category of
   (a) Tiny industry
   (b) Small scale industry
   (c) Village industry
   (d) Cottage industry

49. Name the institution which was set up in 1982 to promote integrated rural development.
   (a) NSIC
   (b) NABARD
   (c) SIDBI
   (d) NCEUS

50. Finance companies
    (a) are money market intermediaries.
    (b) borrow in large amounts, but lend in small amounts.
    (c) are virtually unregulated.
    (d) all of the above.

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