



**Third Semester 5 Years B.B.A., LL.B. (Hons.) Examination, December 2012**  
**ENTREPRENEURSHIP DEVELOPMENT**

Duration : 2½ Hours

Max. Marks : 70

- Instructions:** 1. Answer **all** questions.  
2. Marks are indicated on the **right side**.

**UNIT – I**

- Q. No. 1. (a) (i) Explain the functions of an entrepreneur. Marks : 9  
OR  
(ii) Explain the characteristics of an entrepreneur.  
(b) (i) Differentiate between entrepreneur and manager. Marks : 5  
OR  
(ii) Write a note on :  
• Initiative entrepreneurs  
• Drone entrepreneurs

**UNIT – II**

- Q. No. 2. (a) (i) Explain compelling and facilitating factors of entrepreneurial motivation. Marks : 9  
OR  
(ii) Explain “Maslow” need hierarchy theory.  
(b) (i) Write a note on entrepreneurial ambition. Marks : 5  
OR  
(ii) What are the factors which prompt people to become an entrepreneur ?

**UNIT – III**

- Q. No. 3. (a) (i) Explain the types of training. Marks : 9  
OR  
(ii) “EDP is the process of grooming entrepreneur”. Explain.

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(b) (i) What are the operational problems of EDP ?

Marks :

OR

(ii) Write a note on Kakinada experiment.

#### UNIT – IV

Q. No. 4. (a) (i) Explain the procedure for establishment of a new unit.

Marks : 9

OR

(ii) Explain the legal requirements of establishment of new unit.

(b) (i) Write a note on environment pollution related clearance.

Marks : 5

OR

(ii) Write a note on SIDBI.

#### UNIT – V

Q. No. 5. (a) (i) Explain economic factors affecting entrepreneurial development.

Marks : 9

OR

(ii) Why the study of entrepreneurial environment significant to the growth of entrepreneurship.

(b) (i) Write a note on need achievement.

Marks : 5

OR

(ii) Write a note on legal environment.

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