SRM VALLIAMMAI ENGEINEERING COLLEGE

SRM Nagar, Kattankulathur – 603 203.

(An Autonomous Institution)

DEPARTMENT OF COMPUTER APPLICATIONS

QUESTION BANK

I SEMESTER

Regulation – 2024

ABA404 ENTREPRENEURSHIP ESSENTIALS
Academic Year 2026-2027

Prepared by

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SUBJECT : ABA404 ENTREPRENEURSHIP ESSENTIALS

SEM / YEAR: I / I year MCA

UNIT I INTRODUCTION

Entrepreneurship - meaning, elements, determinants and importance of entrepreneurship and creative behavior- Dimensions of entrepreneurship-Qualities of an Entrepreneur, factors influencing entrepreneurship.

Q.No.	Question	Bloom's Taxonomy Level	Competence	Course Outcome
	PART – A			
1	What is entrepreneurship?	BTL -1	Remembering	CO 1
2	Define an entrepreneur.	BTL -2	Understanding	CO 1
3	List any two elements of entrepreneurship.	BTL -2	Understanding	CO 1
4	Mention any two determinants of entrepreneurship.	BTL -2	Understanding	CO 1
5	What is meant by creative behavior in entrepreneurship?	BTL -1	Remembering	CO 1
6	Name two dimensions of entrepreneurship.	BTL -1	Remembering	CO 1
7	What are economic factors influencing entrepreneurship?	BTL -1	Remembering	CO 1
8	Give two examples of psychological traits of successful entrepreneurs.	BTL -1	Remembering	CO 1
9	State two qualities of a successful entrepreneur.	BTL -2	Understanding	CO 1
10	What is innovation in entrepreneurship?	BTL -1	Remembering	CO 1
11	How does risk-taking relate to entrepreneurship?	BTL -2	Understanding	CO 1
12	Mention two non-economic factors affecting entrepreneurship.	BTL -2	Understanding	CO 1
13	What is social entrepreneurship?	BTL -1	Remembering	CO 1
14.	Define intrapreneurship.	BTL -2	Understanding	CO 1
15.	What is the role of education in entrepreneurship development?	BTL -1	Remembering	CO 1
16.	Name any two sources of entrepreneurial ideas.	BTL -1	Remembering	CO 1
17.	What is the importance of creativity in entrepreneurship?	BTL -1	Remembering	CO 1
18.	State any two functions of an entrepreneur.	BTL -2	Understanding	CO 1

19.	Mention two barriers to entrepreneurship.	BTL -2	Understanding	CO 1
20.	What is entrepreneurial motivation?	BTL -1	Remembering	CO 1
21.	Define entrepreneurial culture.	BTL -2	Understanding	CO 1
22.	Give two examples of how government policy affects entrepreneurship.	BTL -1	Remembering	CO 1
23.	What is the difference between a manager and an entrepreneur?	BTL -1	Remembering	CO 1
24.	Mention two characteristics of opportunity recognition in entrepreneurship.	BTL -2	Understanding	CO 1
25.	What is the role of technology in entrepreneurship?	BTL -1	Remembering	CO 1
	PART – B			
1.	Explain the meaning and characteristics of entrepreneurship.	BTL 3	Applying	CO 1
2.	Discuss the various elements of entrepreneurship in detail.	BTL -3	Applying	CO 1
3.	Describe the determinants of entrepreneurship development .	BTL -3	Applying	CO 1
4.	Analyze the importance of entrepreneurship in economic development.	BTL -4	Analyzing	CO 1
5.	Discuss the role of creative behavior in entrepreneurship with examples.	BTL -3	Applying	CO 1
6.	Explain the following dimensions of entrepreneurship – economic, social, cultural, and personal.	BTL -3	Applying	CO 1
7.	Elaborate on the qualities and traits of a successful entrepreneur.	BTL -4	Analyzing	CO 1
8.	Explain the internal and external factors influencing entrepreneurship.	BTL -3	Applying	CO 1
9.	Compare and contrast entrepreneurship and management.	BTL -3	Applying	CO 1
10.	Discuss the role of innovation and creativity in entrepreneurial success.	BTL -3	Applying	CO 1
11.	Analyze the challenges faced by entrepreneurs in today's economy.	BTL -4	Analyzing	CO 1
12.	Explain the role of government in promoting entrepreneurship in India.	BTL -3	Applying	CO 1
13.	Describe the process of idea generation and opportunity identification.	BTL -3	Applying	CO 1
14.	Examine the impact of economic and non-economic factors on entrepreneurship.	BTL -4	Analyzing	CO 1
15.	Discuss how education and training influence entrepreneurship development.	BTL -3	Applying	CO 1

16.	Explain the concept and relevance of entrepreneurial culture and ecosystem.	BTL -3	Applying	CO 1
17.	Discuss various types of entrepreneurs with suitable examples.	BTL -3	Applying	CO 1
18.	Examine the role of social and cultural values in shaping entrepreneurial behavior.	BTL -4	Analyzing	CO 1

UNIT II AGENCIES

Agencies - commercial banks –district industries center- national small industries corporation – Small industries development organization –small industries service institutions –All India institutions –IDBI-IFCI-ICIIC-IRCBI.

Q.No.	Question	Bloom's Taxonomy Level	Competence	Course Outcome
	Part A			
1.	What is the role of commercial banks in supporting small businesses?	BTL 1	Remembering	CO 2
2.	State any two functions of the District Industries Centre (DIC).	BTL -2	Understanding	CO 2
3.	What does NSIC stand for?	BTL -1	Remembering	CO 2
4.	Mention any two objectives of NSIC.	BTL -2	Understanding	CO 2
5.	What is the main function of SIDO?	BTL -1	Remembering	CO 2
6.	Expand SISI and mention its purpose.	BTL -2	Understanding	CO 2
7.	Mention any two services offered by SISI.	BTL -2	Understanding	CO 2
8.	What is the role of IDBI in industrial development?	BTL - 1	Remembering	CO 2
9.	Write the full form of IFCI.	BTL -1	Remembering	CO 2
10.	What is the primary focus of ICICI?	BTL -1	Remembering	CO 2
11.	Mention one key financial assistance provided by IFCI.	BTL -2	Understanding	CO 2
12.	What does IRBI stand for?	BTL -1	Remembering	CO 2
13.	Mention any two All-India Financial Institutions.	BTL -2	Understanding	CO 2
14.	State any two differences between NSIC and SIDO.	BTL -2	Understanding	CO 2
15.	What is the purpose of refinance schemes offered by IDBI?	BTL -1	Remembering	CO 2
16.	Name any two support services provided by DIC.	BTL -2	Understanding	CO 2
17.	What type of industries does NSIC support?	BTL -1	Remembering	CO 2
18.	State any one scheme implemented by SIDO.	BTL -2	Understanding	CO 2
19.	What is the main aim of Small Industries Service Institutes?	BTL -1	Remembering	CO 2
20.	What is the significance of term lending by IFCI?	BTL -1	Remembering	CO 2
21.	State the year in which IDBI was established.	BTL -2	Understanding	CO 2

22.	What kind of financial services are offered by ICICI to entrepreneurs?	BTL -1	Remembering	CO 2
23.	Who controls and manages DICs at the district level?	BTL -1	Remembering	CO 2
24.	Mention any two training activities conducted by SISI.	BTL -2	Understanding	CO 2
25.	What role do commercial banks play in working capital support?	BTL -1	Remembering	CO 2
Part B				
1.	Describe the structure and functions of District Industries Centres (DIC).	BTL -3	Applying	CO 2
2.	Write a detailed note on the establishment and objectives of NSIC.	BTL -3	Applying	CO 2
3.	Outline the origin, functions, and support services of SIDO.	BTL -4	Applying	CO 2
4.	Explain how commercial banks support entrepreneurs in India.	BTL -3	Applying	CO 2
5.	Discuss the services provided by Small Industries Service Institutes.	BTL -3	Applying	CO 2
6.	Compare the roles of NSIC and DIC in promoting small-scale industries.	BTL -3	Applying	CO 2
7.	Analyze the process of how a small entrepreneur can avail support from DIC.	BTL -4	Analyzing	CO 2
8.	Illustrate with examples the financial products offered by ICICI to MSMEs.	BTL -4	Analyzing	CO 2
9.	Apply the role of NSIC in a real-life small business financing scenario	BTL -3	Applying	CO 2
10.	Compare and contrast the services of IDBI and IFCI for entrepreneurs.	BTL -3	Analyzing	CO 2
11.	Examine how IRBI differs from other financial institutions in its support.	BTL -4	Analyzing	CO 2
12.	Analyze the contribution of SIDO in skill development and entrepreneurship	BTL -4	Analyzing	CO 2
13.	Critically analyze the effectiveness of commercial banks in supporting rural entrepreneurship.	BTL -4	Analyzing	CO 2
14.	Assess the impact of government-sponsored institutions like NSIC and SISI in MSME growth.	BTL -4	Analyzing	CO 2
15.	Analyze the coordination between DIC and other national agencies in industrial promotion.	BTL -4	Analyzing	CO 2

16.	Design a support system integrating DIC, NSIC, and commercial banks for a rural startup.	BTL -5	Evaluating	CO 2
17.	Propose a new financial assistance model based on IDBI and IFCI frameworks.	BTL -5	Evaluating	CO 2
18.	Create a policy proposal to improve the efficiency of SISI in modern entrepreneurial training.	BTL -5	Evaluating	CO 2

UNIT III ROLE OF INDUSTRIES / ENTREPRENEUR'S

Funding new venture - requirement –availability and access to finance –marketing – technology and industrial accommodation-Role of industries/entrepreneur's associations and self-help group's concept-business incubators-angel investors- venture capital and private equity fund.

Q.No.	Question	Bloom's Taxonomy Level	Competence	Course Outcome
	Part A			
1.	What is meant by venture funding?	BTL-1	Remembering	CO 3
2.	Define business incubator.	BTL -2	Understanding	CO 3
3.	What are angel investors?	BTL-1	Remembering	CO 3
4.	State two features of private equity funds.	BTL -2	Understanding	CO 3
5.	What is the role of technology in a new venture?	BTL-1	Remembering	CO 3
6.	What do you mean by seed capital?	BTL-1	Remembering	CO 3
7.	List any two sources of finance for startups.	BTL -2	Understanding	CO 3
8.	What is industrial accommodation?	BTL-1	Remembering	CO 3
9.	Define the concept of a startup.	BTL -2	Understanding	CO 3
10.	What is the role of SHGs in entrepreneurship?	BTL-1	Remembering	CO 3
11.	Mention any two functions of entrepreneur associations.	BTL -2	Understanding	CO 3
12.	What is crowd funding?	BTL-1	Remembering	CO 3
13.	Give one example of a venture capital firm.	BTL-1	Remembering	CO 3
14.	What is working capital?	BTL-1	Remembering	CO 3
15.	Mention one advantage of angel investing.	BTL-2	Understanding	CO 3
16.	List any two services provided by a business incubator.	BTL -2	Understanding	CO 3
17.	What is the significance of marketing in startups?	BTL-1	Remembering	CO 3
18.	What is meant by "exit strategy" in venture capital?	BTL-1	Remembering	CO 3
19.	Mention two characteristics of venture capital.	BTL -2	Understanding	CO 3
20.	Define bootstrapping in entrepreneurship.	BTL -2	Understanding	CO 3

21.	How do entrepreneur associations help in lobbying?	BTL-2	Understanding	CO 3
22.	Mention two ways SHGs support women entrepreneurs.	BTL-2	Understanding	CO 3
23.	What is meant by access to finance?	BTL-1	Remembering	CO 3
24.	State any one risk faced by angel investors.	BTL -2	Understanding	CO 3
25.	What is the role of infrastructure in new venture development?	BTL-1	Remembering	CO 3
PART –B				
1.	Explain the concept of venture capital and its key features.	BTL-3	Applying	CO 3
2.	Describe the different sources of finance available for startups.	BTL-3	Applying	CO 3
3.	Outline the roles of angel investors and business incubators.	BTL-3	Applying	CO 3
4.	Discuss the importance of marketing and technology in launching a new venture.	BTL-3	Applying	CO 3
5.	Explain the concept of private equity and how it supports entrepreneurs.	BTL-3	Applying	CO 3
6.	Describe the role of SHGs and entrepreneur associations in promoting entrepreneurship.	BTL-3	Applying	CO 3
7.	Apply the concept of incubators in the development of a tech-based startup.	BTL -3	Applying	CO 3
8.	Illustrate with examples how a startup can access funding from multiple sources.	BTL -3	Applying	CO 3
9.	Develop a funding plan for a new small-scale food processing venture.	BTL -3	Applying	CO 3
10.	Analyze the differences between venture capital and private equity.	BTL -4	Analyzing	CO 3
11.	Evaluate the challenges faced by entrepreneurs in accessing finance in rural areas.	BTL -4	Analyzing	CO 3
12.	Examine the impact of marketing strategies on the success of new ventures.	BTL -3	Applying	CO 3
13.	Compare and contrast the roles of SHGs and business incubators in entrepreneurship development.	BTL -4	Analyzing	CO 3
14.	Analyze the role of industrial accommodation in supporting new business ventures.	BTL -4	Analyzing	CO 3
15.	Assess the influence of entrepreneur associations in policy formulation and networking.	BTL -4	Analyzing	CO 3
16.	Evaluate the risks and returns for angel investors investing in early-stage ventures.	BTL -4	Analyzing	CO 3
17.	Compare bootstrapping with venture capital funding as financing options.	BTL -3	Applying	CO 3

18.	Analyze how infrastructure and technology access affect startup ecosystems in developing economies.	BTL -4	Analyzing	CO 3

UNIT IV DESIGN OF BUSINESS PROCESSES

Significance of writing the business plan/ project proposal - Contents of business plan/ project proposal - Designing business processes — location - layout — operation - planning & controlpreparation of project report - Project submission/ presentation and appraisal by external agencies - financial/non-financial institutions.

Q.No.	Question	Bloom's Taxonomy Level	Competence	Course Outcome
	Part A			
1.	What is a business plan?	BTL-1	Remembering	CO 4
2.	State two objectives of a business plan	BTL -2	Understanding	CO 4
3.	What is a project proposal?	BTL-1	Remembering	CO 4
4.	Name any two contents of a business plan.	BTL-1	Remembering	CO 4
5.	What is meant by process layout?	BTL-1	Remembering	CO 4
6.	Define location strategy in business.	BTL -2	Understanding	CO 4
7.	State two factors influencing plant layout.	BTL-2	Understanding	CO 4
8.	What is the importance of operations planning?	BTL-1	Remembering	CO 4
9.	Define project report.	BTL -2	Understanding	CO 4
10.	Mention any two key areas covered in a project report.	BTL -2	Understanding	CO 4
11.	What do you mean by project appraisal?	BTL-1	Remembering	CO 4
12.	What is meant by business process design?	BTL-1	Remembering	CO 4
13.	Mention any two types of layouts.	BTL -2	Understanding	CO 4
14.	State the importance of financial appraisal.	BTL -2	Understanding	CO 4
15.	What is location analysis?	BTL-1	Remembering	CO 4
16.	What is the role of control in business operations?	BTL-1	Remembering	CO 4
17.	Mention two features of a good business plan.	BTL -2	Understanding	CO 4
18.	Define capacity planning.	BTL -2	Understanding	CO 4
19.	What is meant by submission of a project to external agencies?	BTL-1	Remembering	CO 4
20.	State any two functions of non-financial institutions in project evaluation.	BTL -2	Understanding	CO 4
21.	What is a feasibility study in project planning?	BTL-1	Remembering	CO 4
22.	Mention two tools used in operational planning.	BTL -2	Understanding	CO 4
23.	What is the purpose of presenting a project proposal?	BTL-1	Remembering	CO 4
24.	State two benefits of writing a business plan.	BTL -2	Understanding	CO 4

25.	What are the components of project layout design?	BTL1	Remembering	CO 4
	Part B			
1.	Describe the significance and structure of a business plan.	BTL3	Applying	CO 4
2.	List and explain the contents of a project proposal.	BTL3	Applying	CO 4
3.	Write a detailed note on the types of layouts in business process design.	BTL3	Applying	CO 4
4.	Explain the process of selecting a business location.	BTL3	Applying	CO 4
5.	Discuss the importance of planning and control in business operations.	BTL3	Applying	CO 4
6.	Explain the steps involved in preparing a business project report.	BTL3	Applying	CO 4
7.	Describe the process of submitting a business proposal to financial institutions.	BTL3	Applying	CO 4
8.	Discuss the role of non-financial institutions in project evaluation.	BTL3	Applying	CO 4
9.	Explain the role of business process design in operational efficiency.	BTL3	Applying	CO 4
10.	Prepare a sample layout plan for a small manufacturing unit.	BTL3	Applying	CO 4
11.	Develop a business plan for a startup bakery.	BTL3	Applying	CO 4
12.	Create a project proposal format for an IT service company.	BTL3	Applying	CO 4
13.	Illustrate how control mechanisms help improve operational effectiveness.	BTL3	Applying	CO 4
14.	Apply the steps of project appraisal to a hypothetical new product launch.	BTL3	Applying	CO 4
15.	Analyze the differences between a business plan and a project proposal.	BTL3	Analyzing	CO 4
16.	Evaluate the impact of location decisions on business performance.	BTL3	Analyzing	CO 4
17.	Compare financial vs non-financial project appraisal methods.	BTL3	Analyzing	CO 4
18.	Analyze the role of business process design in ensuring competitive advantage.	BTL3	Analyzing	CO 4

UNIT V MOBILIZING

Mobilizing resources to start –up Accommodation and utilities – preliminary contracts with the vendors-suppliers-bankers-principal customers-contract management.

Q.No.	Question	Bloom's Taxonomy Level	Competence	Course Outcome
	PART – A			
1.	What is meant by resource mobilization?	BTL1	Remembering	CO 5
2.	Define start-up capital.	BTL2	Understanding	CO 5

3.	What are the basic utilities required for a start-up?	BTL1	Remembering	CO 5
4.	Mention two sources of physical accommodation for a new venture.	BTL -2	Understanding	CO 5
5.	What is a vendor contract?	BTL1	Remembering	CO 5
6.	State two roles of a banker in resource mobilization.	BTL -2	Understanding	CO 5
7.	What is meant by infrastructure in start-up planning?	BTL1	Remembering	CO 5
8.	What is a preliminary contract?	BTL1	Remembering	CO 5
9.	State two types of contracts required with suppliers.	BTL -2	Understanding	CO 5
10.	Define contract management.	BTL -2	Understanding	CO 5
11.	What is the importance of utilities in business setup	BTL1	Remembering	CO 5
12.	Who are considered principal customers in a business context?	BTL2	Understanding	CO 5
13.	Mention any two legal aspects of contract management.	BTL -2	Understanding	CO 5
14.	What is a Memorandum of Understanding (MoU)? |	BTL1	Remembering	CO 5
15.	List two examples of vendor services.	BTL -2	Understanding	CO 5
16.	What are service-level agreements (SLAs)?	BTL1	Remembering	CO 5
17.	What is the role of the bank in contract financing?	BTL1	Remembering	CO 5
18.	Define mobilization of human resources.	BTL -2	Understanding	CO 5
19.	Name two utilities needed by a manufacturing start-up.	BTL1	Remembering	CO 5
20.	What is a lease agreement?	BTL1	Remembering	CO 5
21.	What is procurement in the context of mobilizing resources?	BTL1	Remembering	CO 5
22.	Mention any two features of a standard supplier agreement.	BTL -2	Understanding	CO 5
23.	What is due diligence in vendor selection?	BTL1	Remembering	CO 5
24.	Define operational readiness.	BTL2	Understanding	CO 5
25.	What do you mean by logistics support for start-ups?	BTL1	Remembering	CO 5
	PART –B			
1.	Define resource mobilization and explain its key components for start-ups.	BTL3	Applying	CO 5
2.	Describe the types of accommodation and utility services required for a start-up.	BTL3	Applying	CO 5
3.	Explain the types and contents of preliminary contracts needed in a new business.	BTL3	Applying	CO 5
4.	Discuss the process of establishing early contracts with suppliers and vendors.	BTL3	Applying	CO 5

5.	Explain the role of bankers in start-up resource mobilization.	BTL3	Applying	CO 5
6.	Describe the importance of contract management in business operations.	BTL3	Applying	CO 5
7.	Discuss key legal considerations involved in vendor contracts.	BTL3	Applying	CO 5
8.	Prepare a checklist for mobilizing physical and financial resources for a retail start-up.	BTL3	Applying	CO 5
9.	Develop a sample MoU between a start-up and a vendor.	BTL3	Applying	CO 5
10.	Create a contract management plan for a small logistics company.	BTL3	Applying	CO 5
11.	Apply the process of vendor selection and contract negotiation for a tech start-up.	BTL3	Applying	CO 5
12.	Demonstrate how a new business can establish utility and infrastructure contracts before launch.	BTL3	Applying	CO 5
13.	Analyze the challenges faced in mobilizing different types of resources during business setup.	BTL4	Analyzing	CO 5
14.	Compare preliminary contracts with long-term contracts in vendor management.	BTL4	Analyzing	CO 5
15.	Analyze the role of contract management in reducing operational risks.	BTL4	Analyzing	CO 5
16.	Examine the interrelationship between banks, suppliers, and vendors in start-up success.	BTL4	Analyzing	CO 5
17.	Evaluate the importance of resource readiness before launching a product or service.	BTL4	Analyzing	CO 5
18.	Analyze the consequences of poor vendor selection and weak contractual obligations.	BTL4	Analyzing	CO 5

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