

SRM VALLIAMMAI ENGINEERING COLLEGE

(An Autonomous Institution)

SRM Nagar, Kattankulathur – 603 203

DEPARTMENT OF MECHANICAL ENGINEERING

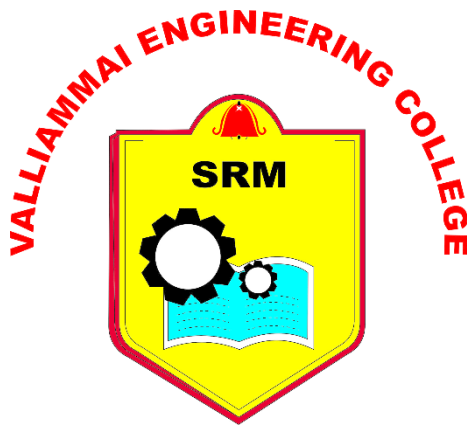
QUESTION BANK

VI SEMESTER

1915005 – ENTREPRENEURSHIP DEVELOPMENT

Regulation – 2019

Academic Year 2022 - 2023



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UNIT - I - INTRODUCTION			
SYLLABUS: International Business - Definition - Globalization of Markets - International business environment - Economic Environment, Political Environment, Demographic environment, Legal Environment, Country Culture, Cross Culture and Culture in an International Business Organisation - Protection Vs Liberalisation of global business environment.			
PART- A			
S.NO	QUESTIONS	BT LEVEL	COMPETENCE
1	Define Entrepreneurship.	Level 1	Remembering
2	Give a brief note on Fabian Entrepreneur.	Level 2	Understanding
3	Narrate the concept of Entrepreneurship.	Level 3	Applying
4	Outline the differences between Entrepreneur and Intrapreneur.	Level 4	Analysing
5	Explain the characteristics of an Entrepreneur.	Level 5	Evaluating
6	Write an account on barriers to Entrepreneurship.	Level 6	Creating
7	What are the Entrepreneurial Traits?	Level 1	Remembering
8	List out the skills required for an entrepreneur.	Level 2	Understanding
9	Describe Social Entrepreneur.	Level 3	Applying
10	Justify the problems faced by women entrepreneurs?	Level 4	Analysing
11	State the barriers to Entrepreneurship.	Level 5	Evaluating
12	Identify the role of Government in promoting entrepreneurs.	Level 6	Creating
13	What are the factors affecting business environment?	Level 1	Remembering
14	State the need for Entrepreneurship Development.	Level 2	Understanding
15	Write about Drone Entrepreneurs.	Level 3	Applying
16	Differentiate Innovator and Imitator.	Level 4	Analysing
17	Give an outline on Serial Entrepreneurs.	Level 1	Remembering
18	What are the various types of Entrepreneurs?	Level 2	Understanding
19	Explain the importance of innovation in Entrepreneurship.	Level 1	Remembering
20	Explain the reason for many entrepreneurs fail?	Level 1	Remembering

21	What is entrepreneur role in economic growth?	Level 2	Understanding
22	List out any two benefits of entrepreneurship in economic development?	Level 1	Remembering
23	What is Intrapreneurship?	Level 1	Remembering
24	What are the non-economic factors?	Level 2	Understanding
25	Enumerate the concept "Enterprise".	Level 1	Remembering

PART- B				
S.NO	QUESTIONS		BT LEVEL	COMPETENCE
1	(i)	Explain the concept of Entrepreneurship.	(4)	Remembering
	(ii)	Discuss the role of Entrepreneurs in the development of the economy.	(9)	
2	Write a detailed note on the characteristics of an Entrepreneur.		Level 2	Understanding
3	Elaborate the importance of Science and technology in Entrepreneurship.		Level 3	Applying
4	Compare and contrast Entrepreneur Vs Manager.		Level 4	Analysing
5	Evaluate the various factors affecting entrepreneurial growth.		Level 5	Evaluating
6	Discuss the various entrepreneurial traits.		Level 6	Creating
7	Write a detailed note on the classification of entrepreneurs.		Level 1	Remembering
8	Explain the stages in Entrepreneurial Process.		Level 2	Understanding
9	Elaborate the barriers in Entrepreneurial Development.		Level 3	Applying
10	Analyse the competencies required for an Entrepreneur.		Level 4	Analysing
14	(i)	What is a Business Environment? How is it important for a Business?	(4)	Remembering
	(ii)	Discuss how businesses are affected due to changes in the environment?	(9)	
9	Elaborate the barriers in Entrepreneurial Development.		Level 3	Applying
10	Analyse the competencies required for an Entrepreneur.		Level 4	Analysing
11	What is meant by Intrapreneur? How will you distinguish Intrapreneur from entrepreneur?		Level 3	Applying
12	"Role of an Entrepreneur is Dynamic" – Discuss.		Level 4	Analysing

13	Analyse the role of Entrepreneurs in nation building.		Level 1	Remembering
14	Discuss the knowledge & skills of Entrepreneur with neat sketch.		Level 3	Applying
15	Discuss the role of Entrepreneurs in the development of the economy.		Level 4	Analysing
16	Write a note on Women Entrepreneur in India		Level 1	Remembering
17	Elaborate the Concept of Entrepreneurial Personality with examples.		Level 3	Applying
18	What factors do influence the emergence and development of entrepreneurship?		Level 1	Remembering

PART - C

S.NO	QUESTIONS
1	What are the cultural, social, economic and personality factors that affect the entrepreneurial growth?
2	In your opinion is the current economic scenario more conducive for young entrepreneurs? Substantiate your views.
3	What advice would you give to young aspirants towards Entrepreneurship as a career option?
4	<p>Mr. X wants to be a successful businessman. He has recently completed his Mechanical degree. His father advised him to take up a course in Entrepreneurship Development. He is now filled with anxiety as to how this course in entrepreneurship is going to help him in achieving his dreams?</p> <p>Question: How would you help to relieve Mr. X's anxiety? How is this course going to help him?</p>
5	How Entrepreneurship as a Career? Explain.

UNIT-II: ENTREPRENEURIAL MOTIVATION

Major Motives Influencing an Entrepreneur – Achievement Motivation Training, Self-Rating, Business Games, Thematic Apperception Test – Stress Management, Entrepreneurship Development Programs – Need, Objectives

PART- A

S.NO	QUESTIONS	BT LEVEL	COMPETENCE
1	List the motives influencing an Entrepreneur.	Level 1	Remembering
2	Give a brief of achievement motivation.	Level 2	Understanding
3	Define the term Motivation.	Level 3	Applying
4	Briefly explain Thematic Apperception test.	Level 4	Analysing
5	Describe briefly how would you manage Stress?	Level 5	Evaluating
6	Outline the causes for stress.	Level 6	Creating
7	What is the purpose of business games?	Level 1	Remembering
8	What is Eutress?	Level 2	Understanding
9	Suggest few measures to boost achievement motivation.	Level 3	Applying
10	Briefly explain the concept of Stress Management.	Level 4	Analysing
11	State the objectives of Entrepreneurship Development Programs.	Level 5	Evaluating
12	What do you mean by behavioural problem?	Level 6	Creating
13	Discuss the concept of EDP.	Level 1	Remembering
14	What are the internal factors that motivate people to go into business?	Level 2	Understanding
15	What are the external factors that motivate people to go into business?	Level 3	Applying
16	What is self-rating?	Level 4	Analysing
17	Write about the need for entrepreneurship training.	Level 1	Remembering
18	What do you mean by psychological problem?	Level 2	Understanding
19	What is meant by psychosomatic problem?	Level 1	Remembering

20	What are the push and pull motivational factors to drive entrepreneurial intension?	Level 1	Remembering
21	How the individual level of stress can be coped?	Level 3	Applying
22	What are the symptoms of stress?	Level 4	Analysing
23	List out the contents of EDP.	Level 1	Remembering
24	What are the methods of training?	Level 2	Understanding
25	What are the problems faced by EPD's?	Level 1	Remembering

PART- B

S. NO	QUESTIONS	BT LEVEL	COMPETENCE
1	State and explain the causes for Stress.	Level 1	Remembering
2	What is meant by Thematic Apperception Test? Explain the procedure for conducting TAT.	Level 2	Understanding
3	Suggest few measures to overcome Stress.	Level 3	Applying
4	Elaborate the objectives of conducting Entrepreneurship Development Programs.	Level 4	Analysing
5	Write a detailed note on methods of conducting EDP.	Level 5	Evaluating
6	Discuss the various schemes by Govt. of India to promote entrepreneurs.	Level 6	Creating
7	"In the current scenario Entrepreneurship development is the need of the hour" – Give your views.	Level 1	Remembering
8	"Job stress can have physiological, psychological and behavioural problem" Explain.	Level 2	Understanding
9	Discuss the industrial policies and regulation for Entrepreneurship Development.	Level 3	Applying
10	Explain the concept of Entrepreneurial Motivation.	Level 4	Analysing
11	a. Discuss the concept of Power Motivation.	(7)	Level 3 Applying
	b. Discuss the concept of Affiliation Motivation.	(6)	
12	Discuss the ways in which people may overcome the negative consequence of stress.	Level 1	Remembering

13	a. Explain the concept of Self Rating.	(7)	Level 2	Understanding
	b. Explain how Self Rating helps in Entrepreneurship Aspirations.	(6)		
14	What is motivation? Explain the Maslow's theory of motivation.		Level 4	Analysing
15	Define motivation? Explain the Herzberg's theory of motivation.		Level 1	Remembering
16	Explain the different phases of EDP.		Level 2	Understanding
17	Explain the problems of EDP.		Level 3	Applying
18	Explain Stress, Eustress, and Distress? How are these terms related to performance?		Level 4	Analysing

PART - C

S. NO.	QUESTIONS
1	"Entrepreneurs are made not born". Comment and give reason for your views.
2	"Coping strategies for stress can be adopted at individual level as well as organizational level. Explain the strategies and their role for preventing and/or more effectively managing stress.
3	Discuss the Entrepreneurial Ecosystem in India.
4	Mr. Parekh is a successful engineering graduate with rich experience for more than 10 years in the field of manufacturing. He has conceived an idea on setting up his own manufacturing unit. He is currently scouting on the various Entrepreneurial Development support offered by the government and would like to have an understanding on the entrepreneurial ecosystem. Question: Based on your learning how would you guide Mr Parekh?
5	Discuss the major motives influencing an entrepreneur.

UNIT III: BUSINESS ENVIRONMENT AND PROJECT MANAGEMENT

Business Environment - Small Enterprises – Definition, Classification – Characteristics, Ownership Structures – Project Formulation – Steps involved in setting up a Business – identifying, selecting a Good Business opportunity, Market Survey and Research, Techno Economic Feasibility Assessment – Preparation of Preliminary Project Reports – Project Appraisal – Sources of Information – Classification of Needs and Agencies.

PART- A

S.NO	QUESTIONS	BT LEVEL	COMPETENCE
1	Define a Small-Scale Enterprise.	Level 1	Remembering
2	Classify Small-Scale Industries?	Level 2	Understanding
3	Briefly explain Partnership Organization.	Level 3	Applying
4	Write down the two objectives of Small enterprises.	Level 4	Analysing
5	Define sole proprietorship.	Level 5	Evaluating
6	What are the salient features of proprietorship?	Level 6	Creating
7	List the importance of SSI.	Level 1	Remembering
8	What is meant by a Project report?	Level 2	Understanding
9	How would you define a project?	Level 3	Applying
10	Write down the stage in Project formulation.	Level 4	Analysing
11	State the legal definition of a Company.	Level 5	Evaluating
12	List the importance of Project report?	Level 6	Creating
13	What is meant by Feasibility Analysis?	Level 1	Remembering
14	Briefly explain market research.	Level 2	Understanding
15	Discuss Techno Economic Feasibility.	Level 3	Applying
16	Briefly explain Project Appraisal.	Level 4	Analysing
17	List the contents of a Project Report.	Level 1	Remembering
18	State few techniques in Idea Generation.	Level 2	Understanding
19	Write down the steps in starting a business.	Level 1	Remembering
20	What is meant by Techno Economic Analysis?	Level 1	Remembering

21	What is project identification?	Level 4	Analysing
22	What is selection of product?	Level 1	Remembering
23	What is IFCI?	Level 2	Understanding
24	What are the objects of ICICI?	Level 1	Remembering
25	What is IDBI?	Level 1	Remembering

PART- B

S. NO	QUESTIONS	BT LEVEL	COMPETENCE
1	Explain the concept of Small-Scale Enterprise and its role in Indian Economy.	Level 1	Remembering
2	Give a detailed analysis on the characteristics of SSI & various types of SSI.	Level 2	Understanding
3	What is meant by Ownership Structure and types of Ownership?	Level 3	Applying
4	How would you define a company? Explain its features, advantages & Disadvantages of setting up a company.	Level 4	Analysing
5	Differentiate between company and cooperative society.	Level 5	Evaluating
6	How would you choose the right ownership structure for your Business?	Level 6	Creating
7	Explain the term Project Formulation and stages of Project Formulation.	Level 1	Remembering
8	Give a detailed explanation on the content in writing a Project Report.	Level 2	Understanding
9	Discuss in detail the various methods in Project Appraisal and the various sources of information.	Level 3	Applying
10	Elaborate the steps involved in starting a business.	Level 1	Remembering
11	Narrate the process involved in identifying and selecting a good project.	Level 2	Understanding
12	How would you explain a Market Research?	Level 4	Analysing
13	Compare and Contrast Sole Proprietorship and Partnership firm.	Level 1	Remembering
14	Discuss about Cooperative Organization Structure in detail.	Level 2	Understanding
15	What do you know about Pre-feasibility Studies?	Level 4	Analysing

16	How do you prepare Business Plan?		Level 1	Remembering
17	Explain briefly the various steps in project appraisal.		Level 1	Remembering
18	How would you evaluate a project report on starting a specialty restaurant?		Level 4	Analysing

PART - C

S. NO.	QUESTIONS
1	Prepare a detailed project report for any Manufacturing unit.
2	“For the industrial development of India, both small and large scale industries need to develop as mutually supportive and complimentary to each other”. Discuss.
3	Give a Techno Economic Feasibility analysis for an auto ancillary unit.
4	<p>Surekha a young graduate who inspires to be an entrepreneur. She comes from an economically poor background. Her mother works as a full-time maid for one of the well to do families. Her mother’s employer is ready to give Rs 2,00,000/- as an initial investment for Surekha to start her business</p> <p>Question: You are asked to advice Surekha on the line of business that she could start with the above-mentioned capital. Give an elaborate justification for the line of business suggested and also draw a business plan for the same.</p>
5	What is meant by detailed project report? What are the precautions that an entrepreneur should take at the time of preparation of detailed project report? Tabulate the estimate profitability and financial ratios with illustrations.

UNIT – IV – FINANCING AND ACCOUNTING

Need – Sources of Finance, Term Loans, Capital Structure, Financial Institution, and Management of working Capital. Accounting – Double Entry system of accounting

PART- A

S.NO	QUESTIONS	BT LEVEL	COMPETENCE
1	What is meant by Financial planning?	Level 1	Remembering
2	State few examples of Fixed Assets and Current Assets.	Level 2	Understanding
3	How would you define Working Capital?	Level 3	Applying
4	Define long term capital.	Level 4	Analysing
5	What do you mean by Short-term capital?	Level 5	Evaluating
6	What is PERT & CPM?	Level 6	Creating
7	State few sources of internal finance.	Level 1	Remembering
8	Identify the sources of Long-Term Loans.	Level 2	Understanding
9	What do you mean by Capital Structure?	Level 3	Applying
10	Briefly explain factoring.	Level 4	Analysing
11	State the factors in determining the Capital Structure.	Level 5	Evaluating
12	Discuss the significance of Working Capital management.	Level 6	Creating
13	What is meant by an account?	Level 1	Remembering
14	Differentiate Fixed Cost and Variable Cost.	Level 2	Understanding
15	List down few institutions in entrepreneurial finance.	Level 3	Applying
16	State the role of SIDBI.	Level 4	Analysing
17	Explain the need for Tax Benefits to SSI.	Level 1	Remembering
18	Highlight the need for institutional support to SSI.	Level 2	Understanding
19	List down the objectives of accounting.	Level 1	Remembering
20	Explain the concept of Hire Purchase.	Level 1	Remembering
21	Differentiate between Capital Lease and Operational Lease.	Level 1	Remembering
22	Classify the types of accounts.	Level 2	Understanding

23	Write the classification of financial needs.	Level 3	Applying
24	Define GST.	Level 4	Analysing
25	Define Excise Duties.	Level 4	Analysing

PART- B			
S. NO	QUESTIONS	BT LEVEL	COMPETENCE
1	Identify the various source of finance.	Level 1	Remembering
2	Give a detailed analysis on factors determining Capital Structure.	Level 2	Understanding
3	How would you explain the concept of Operating Cycle?	Level 3	Applying
4	What is ledger? Explain its procedure to maintain with example.	Level 4	Analysing
5	Define costing and explain the various methods of costing.	Level 5	Evaluating
6	Elucidate the various types of Lease Agreements.	Level 6	Creating
7	State the role of Financial institutions in Entrepreneurial Financing.	Level 1	Remembering
8	How would you explain Working Capital?	Level 2	Understanding
9	Explain the management of Working Capital.	Level 3	Applying
10.	Explain in detail "Balance sheet, profit and loss account and Fund flow statement".	Level 4	Analysing
11	What is a trial balance? Explain the methods of preparing trial balance with example.	Level 1	Remembering
12	Elaborate the role of Industrial Financing Companies in India towards Entrepreneurial Development.	Level 2	Understanding
13	'Entrepreneurial Financing needs greater support' – Comment.	Level 4	Analysing
14	i. What is meant by Hire Purchase?	(7)	Level 1 Remembering
	ii. Narrate the procedure for Hire Purchase.	(6)	
15	Explain the concept of GST and its implications.	Level 4	Analysing
16	State the features of an Optimum Capital Structure.	Level 1	Remembering
17	Explain Capital Structure and its components.	Level 2	Understanding
18	Explain the various tax benefits available to small-scale industries in	Level 4	Analysing

India.			
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PART - C

S. NO.	QUESTIONS
1	Draft an optimum Financial Plan for a new project.
2	You are an entrepreneur planning to set up an establishment catering to everyday provision need of a large housing complex. How would you solve your working capital requirements? What are the main sources of working capital financing that you may use and why?
3	What do you mean by incomplete records? Why does a small enterprise prefer to keep its accounts in the form of incomplete records with suitable example?
4	Discuss the need and importance of Working Capital management.
5	Abbreviate the need for finance in a business enterprise. What are the various sources available to a small-scale enterprise to raise funds.

UNIT – V SUPPORT TO ENTREPRENEURS

Entrepreneur Support Organizations - Sickness in small Business – Concept, Magnitude, Causes and Consequences, Corrective Measures - Business Incubators – Government Policy for Small Scale Enterprises –Growth Strategies in small industry – Expansion, Diversification, Joint Venture, Merger and Sub Contracting.

PART- A

S.NO	QUESTIONS	BT LEVEL	COMPETENCE
1	How would you define a Sick Unit?	Level 1	Remembering
2	Give a brief on Exogenous cause.	Level 2	Understanding
3	Define the term Magnitude.	Level 3	Applying
4	Outline the stages of growth in SSI.	Level 4	Analysing
5	Briefly explain the term Strategy.	Level 5	Evaluating
6	What is Endogenous causes?	Level 6	Creating
7	What do you mean by Diversification Strategy?	Level 1	Remembering
8	List out the advantages of Expansion Strategy.	Level 2	Understanding
9	Describe the term Conglomerate Diversification.	Level 3	Applying
10	Identify the advantages of Diversification Strategy.	Level 4	Analysing
11	State the Pros and Cons of Merger.	Level 5	Evaluating
12	Write short note on Amalgamation.	Level 6	Creating
13	What do you understand by vertical diversification? Give a suitable example.	Level 1	Remembering
14	State the advantages of Subcontracting.	Level 2	Understanding
15	Discuss Franchising.	Level 3	Applying
16	Outline Pros and Cons of Franchising.	Level 4	Analysing
17	Identify the consequences of industrial Sickness.	Level 1	Remembering
18	Differentiate between Joint Venture and Merger.	Level 2	Understanding
19	What are the objectives of Business Incubators?	Level 1	Remembering
20	What is meant by a Business Incubator?	Level 1	Remembering

21	What is the rehabilitation of sick units?	Level 5	Evaluating
22	What are the major causes of sickness?	Level 6	Creating
23	What are the roles of government in preventing the sick units?	Level 1	Remembering
24	What is BIFR?	Level 2	Understanding
25	Write a brief note on SISI.	Level 3	Applying

PART- B

S. NO	QUESTIONS	BT LEVEL	COMPETENCE
1	Give a detailed note on the various stages of growth in SSI.	Level 1	Remembering
2	Discuss the concept and magnitude of industrial Sickness in India.	Level 2	Understanding
3	Discuss the role of Business Incubators in Entrepreneurial Development in India.	Level 3	Applying
4	Comment on the various government policies towards SSI.	Level 4	Analysing
5	Compare and contrast Merger and Joint Venture.	Level 5	Evaluating
6	Describe the role of DIC, SISI, EDII & NIESBUD in Entrepreneurship.	Level 4	Analysing
7	Describe various schemes offered by IDBI, ICICI and SIDBI to entrepreneurs.	Level 5	Evaluating
8	Explain Export documents used in Export Trade.	Level 4	Analysing
9	What are the guidelines given by RBI related to Entrepreneurship?	Level 1	Remembering
10	i. Elaborate on the concept of Franchising.	(7)	Level 6 Creating
	ii. State the Advantages and Disadvantages of Franchising.	(6)	
11	i. Explain the concept of Subcontracting.	(7)	Level 2 Understanding
	ii. How does it suit for small scale entrepreneurs?	(6)	
12	i. Outline Mergers and its types.	(7)	Level 3 Applying
	ii. Discuss the pros and cons of mergers.	(6)	
13	i. Write a detailed note on Joint Ventures.	(7)	Level 6 Creating
	ii. Discuss the Advantages and Disadvantages of Joint Ventures.	(6)	

14	i.	Explain Diversification Strategy.	(7)	Level 1	Remembering
	ii.	Identify the advantages and disadvantages of diversification strategy.	(6)		
15	i.	Discuss the means for revival of Sick Units.	(7)	Level 6	Creating
	ii.	Briefly explain the corrective measures towards Sick Units.	(6)		
16	i.	Discuss Expansion Strategy and its types.	(7)	Level 2	Understanding
	ii.	State the Pros and Cons of Expansion Strategy.	(6)		
17	i.	What do you mean by Growth Strategy?	(7)	Level 3	Applying
	ii.	Outline the various growth strategies.	(6)		
18	How is government's protective policy beneficial for the development of Small Scale industries? Justify your views with examples.			Level 1	Remembering

PART - C

S. NO.	QUESTIONS
1	Write a detailed essay on industrial sickness in India.
2	Draft a suitable expansion strategy for Automobile Ancillary Unit.
3	Give your suggestion for the revival of Handloom Sector in Tamilnadu.
4	'The Small Scale Industries contribute to the economic development of the country' - Defend this statement.
5	Explain the role of SIDBI and SISI in the development of SMEs.