

SRM VALLIAMMAI ENGINEERING COLLEGE
(An Autonomous Institution)
SRM Nagar, Kattankulathur – 603 203

DEPARTMENT OF MANAGEMENT STUDIES

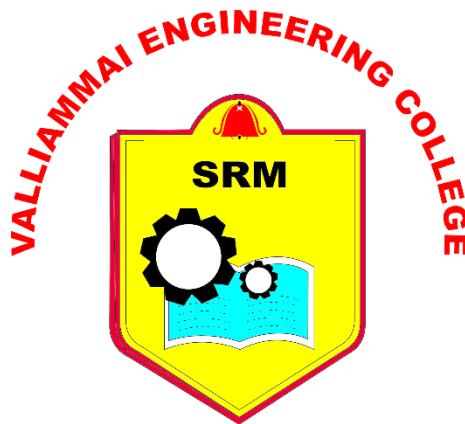
QUESTION BANK

VI SEMESTER

MAN 104 – ENTREPRENEURSHIP DEVELOPMENT

Regulation – 2023

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Prepared by

Ms. K. Sumathi

UNIT – I – INTRODUCTION

SYLLABUS: Entrepreneur – Types of Entrepreneurs – Entrepreneurship as a Career – Entrepreneurial Personality - women entrepreneurship, rural and urban entrepreneurship, Entrepreneur – Knowledge and Skills of Entrepreneur. Difference between Entrepreneur and Entrepreneurship in Economic Growth, Factors Affecting Entrepreneurial Growth.

PART- A

S.NO	QUESTIONS	BT LEVEL	COMPETENCE	COURSE OUTCOMES
1.	Define an Entrepreneur.	Level 1	Remembering	CO1
2.	What are the main characteristics of an entrepreneur?	Level 2	Understanding	CO1
3.	List the characteristics of an entrepreneur.	Level 1	Remembering	CO1
4.	What are the types of entrepreneurs?	Level 2	Understanding	CO1
5.	List any two qualities of a successful entrepreneur.	Level 2	Understanding	CO1
6.	What are the characteristics of Entrepreneurship?	Level 1	Remembering	CO1
7.	What is the difference between an innovative entrepreneur and an imitative entrepreneur?	Level 2	Understanding	CO1
8.	List the functions performed by the Entrepreneur.	Level 1	Remembering	CO1
9.	What is meant by entrepreneurship?	Level 2	Understanding	CO1
10.	Define a social entrepreneur.	Level 1	Remembering	CO1
11.	What motivates individuals to pursue entrepreneurship?	Level 1	Remembering	CO1
12.	List the benefits of choosing entrepreneurship as a career.	Level 2	Understanding	CO1
13.	What is meant by an entrepreneurial personality?	Level 1	Remembering	CO1
14.	List out the personality traits of successful entrepreneurs.	Level 2	Understanding	CO1
15.	Define rural entrepreneurship.	Level 1	Remembering	CO1
16.	What is the primary difference between rural and urban entrepreneurship?	Level 2	Understanding	CO1
17.	Name two essential skills for an entrepreneur.	Level 1	Remembering	CO1
18.	What is the role of communication skills in entrepreneurship?	Level 2	Understanding	CO1
19.	How does entrepreneurship contribute to economic growth?	Level 1	Remembering	CO1
20.	List the factors affecting entrepreneurial growth.	Level 2	Understanding	CO1
21.	What is the role of education in entrepreneurial growth?	Level 1	Remembering	CO1
22.	What are the social factors that impact entrepreneurial development?	Level 2	Understanding	CO1

23.	Define Intrapreneurship.	Level 1	Remembering	CO1
24.	Infer the term intrapreneur.	Level 2	Understanding	CO1

PART- B				
S.NO	QUESTIONS	BT LEVEL	COMPETENCE	COURSE OUTCOMES
1.	Describe the meaning, nature, scope, and importance of entrepreneurship development. (16)	Level 3	Applying	CO1
2.	Discuss the different types of entrepreneurs with suitable examples. (16)	Level 4	Analysing	CO1
3.	Examine the state government policies to promote entrepreneurship. (16)	Level 3	Applying	CO1
4.	Illustrate the major roles performed by the Entrepreneur. (16)	Level 4	Analysing	CO1
5.	Explain the role of government in the promotion and development of Entrepreneurship. (16)	Level 5	Evaluating	CO1
6.	Differentiate among Entrepreneurs, Intrapreneurs, and Managers. (16)	Level 4	Analysing	CO1
7.	Discuss the phases of an Entrepreneurial Career (16)	Level 5	Evaluating	CO1
8.	Discuss the difference between entrepreneur and entrepreneurship in economic growth. (16)	Level 4	Analysing	CO1
9.	Evaluate the Concept of Entrepreneurial Personality with examples. (16)	Level 5	Evaluating	CO1
10.	Explain the characteristics, knowledge, and skills required for an entrepreneur. (16)	Level 4	Analysing	CO1
11.	Illustrate the major roles performed by the Entrepreneur. (16)	Level 3	Applying	CO1
12.	Identify the skills required by the Entrepreneur to run a business successfully (16)	Level 3	Analysing	CO1
13.	Identify the factors that motivate people to become Entrepreneurs. (16)	Level 3	Applying	CO1
14.	Discuss the essential qualities of an entrepreneur. (16)	Level 4	Analysing	CO1
15.	Explain the significance of the Entrepreneurial support system in India. (16)	Level 5	Evaluating	CO1
16.	List the traits of a successful Entrepreneur. (6) (10)	Level 4	Analysing	CO1
17.	Discuss the factors influencing entrepreneurship. (16)	Level 3	Applying	CO1

UNIT – II – ENTREPRENEURIAL MOTIVATION

SYLLABUS: Major Motives Influencing an Entrepreneur, motivation theories-Maslow’s Need Hierarchy Theory – 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	COURSE OUTCOMES
1.	Define entrepreneurial motivation.	Level 1	Remembering	CO2
2.	What is the role of desire for achievement for an entrepreneur?	Level 2	Understanding	CO2
3.	List any two motives that influence an entrepreneur.	Level 1	Remembering	CO2
4.	Write the importance of risk-taking in entrepreneurship.	Level 2	Understanding	CO2
5.	Infer the term self-actualization.	Level 2	Understanding	CO2
6.	Define the concept of esteem needs in Maslow’s theory.	Level 1	Remembering	CO2
7.	State the need for entrepreneurship development programs (EDPs).	Level 2	Understanding	CO2
8.	Define business games.	Level 1	Remembering	CO2
9.	What is the significance of business games in entrepreneurial training?	Level 2	Understanding	CO2
10.	Infer the term Thematic Apperception Test (TAT).	Level 1	Remembering	CO2
11.	List two objectives of entrepreneurship development programs.	Level 1	Remembering	CO2
12.	Define Stress.	Level 2	Understanding	CO2
13.	What is stress management?	Level 1	Remembering	CO2
14.	List two methods of stress management.	Level 2	Understanding	CO2
15.	What are the measures of managing entrepreneurial stress?	Level 1	Remembering	CO2
16.	List the importance of EDPs.	Level 2	Understanding	CO2
17.	Name two types of business games commonly used in entrepreneurial training.	Level 1	Remembering	CO2
18.	State the importance of achievement motivation training.	Level 2	Understanding	CO2
19.	List any two attributes that entrepreneurs assess in self-rating.	Level 1	Remembering	CO2
20.	State the role of EDPs in unemployment.	Level 2	Understanding	CO2
21.	Identify the causes of stress in entrepreneurship.	Level 1	Remembering	CO2
22.	Infer the term mindfulness.	Level 2	Understanding	CO2

23.	Define an incubator.	Level 1	Remembering	CO2
24.	What is the role of EDPs in promoting innovation?	Level 2	Understanding	CO2

PART- B					
S.NO	QUESTIONS		BT LEVEL	COMPETENCE	COURSE OUTCOMES
1.	State the need for entrepreneurial development.	(16)	Level 3	Applying	CO2
2.	Discuss the objectives of Entrepreneurial Development.	(16)	Level 4	Analysing	CO2
3.	List out various entrepreneurship development institutions in India.	(16)	Level 3	Applying	CO2
4.	State the need and objectives of the entrepreneurial development programme.	(16)	Level 4	Analysing	CO2
5.	Discuss the short term and long term objectives of entrepreneurial development programmes.	(16)	Level 5	Evaluating	CO2
6.	Explain the main features of entrepreneurial development programme.	(16)	Level 4	Analysing	CO2
7.	Explain Achievement Motivation training and its advantages.	(16)	Level 5	Evaluating	CO2
8.	Analyze the Maslow's Need Hierarchy Theory for entrepreneurial motivation.	(16)	Level 4	Analysing	CO2
9.	Examine the importance and advantages of Maslow Need Hierarchy theory.	(16)	Level 5	Evaluating	CO2
10.	Evaluate the role of Achievement Motivation Training in fostering entrepreneurial success.	(16)	Level 4	Analysing	CO2
11.	Create a self-rating scale for aspiring entrepreneurs to evaluate their strengths and weaknesses.	(16)	Level 3	Applying	CO2
12.	Analyze the effectiveness of self-rating tools in assessing entrepreneurial capabilities and their role in personal development.	(16)	Level 4	Analysing	CO2
13.	Discuss the Thematic Apperception Test for the entrepreneurial potential of a group of participants.	(16)	Level 3	Applying	CO2
14.	Evaluate the impact of business simulation games on enhancing decision-making skills among entrepreneurs.	(16)	Level 4	Analysing	CO2
15.	Discuss the reason for entrepreneurial stress and explain the measures to manage entrepreneurial stress.	(16)	Level	Evaluating	CO2
16.	Analyze the importance of Entrepreneurship Development Programs (EDPs) in promoting entrepreneurship in developing economies.	(6) (10)	Level 4	Analysing	CO2
17.	Analyze the essentials of the Entrepreneurship Development Program for rural entrepreneurs, specifying its objectives and expected outcomes.	(16)	Level 4	Applying	CO2

UNIT – III– BUSINESS ENVIRONMENT AND PROJECT MANAGEMENT

SYLLABUS: 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	COURSE OUTCOMES
1.	What is meant by the business environment?	Level 1	Remembering	CO3
2.	list the external environment influences business decisions.	Level 2	Understanding	CO3
3.	List two components of the business environment.	Level 1	Remembering	CO3
4.	What is the role of the classification of small enterprises in policy formulation?	Level 2	Understanding	CO3
5.	Mention two characteristics of small enterprises.	Level 2	Understanding	CO3
6.	Define a small enterprise.	Level 1	Remembering	CO3
7.	Why is flexibility considered a characteristic of small enterprises?	Level 2	Understanding	CO3
8.	What are the main criteria for classifying small enterprises?	Level 1	Remembering	CO3
9.	Differentiate sole proprietorship and partnership?	Level 2	Understanding	CO3
10.	List two common ownership structures for small businesses.	Level 1	Remembering	CO3
11.	What is project formulation?	Level 1	Remembering	CO3
12.	State the importance of planning in a successful business setup.	Level 2	Understanding	CO3
13.	Write two important steps in setting up a business.	Level 1	Remembering	CO3
14.	List the internal environment that influences business decisions.	Level 2	Understanding	CO3
15.	What are the steps involved in identifying a good business opportunity?	Level 1	Remembering	CO3
16.	What is the role of market demand in influencing the selection of a business opportunity?	Level 2	Understanding	CO3
17.	Define market survey.	Level 1	Remembering	CO3
18.	Infer the term market research.	Level 2	Understanding	CO3
19.	List two objectives of market research in business planning.	Level 1	Remembering	CO3
20.	State the importance of techno-economic feasibility assessment.	Level 2	Understanding	CO3
21.	What is meant by techno-economic feasibility?	Level 1	Remembering	CO3
22.	What is meant by preliminary project report?	Level 1	Understanding	CO3

23.	List two essential components of a preliminary project report.	Level 1	Remembering	CO3
24.	Define project appraisal.	Level 2	Understanding	CO3

PART- B					
S.NO	QUESTIONS	BT LEVEL	COMPETENCE	COURSE OUTCOMES	
1.	Analyze the advantages and disadvantages of different ownership structures for small enterprises.	(16)	Level 4	Analysing	CO3
2.	Compare the characteristics of Small scale enterprise and large scale enterprise.	(16)	Level 4	Analysing	CO3
3.	Explain the steps involved in setting up a business.	(16)	Level 4	Applying	CO3
4.	Design a market survey plan for a new product launch, including data collection and analysis techniques.	(16)	Level 5	Evaluating	CO3
5.	Discuss the steps involved in the decision-making framework for entrepreneurs to choose the most suitable ownership structure for their business.	(16)	Level 4	Analysing	CO3
6.	Analyze the challenges faced by entrepreneurs during the project formulation stage.	(16)	Level 4	Analysing	CO3
7.	Develop a preliminary project report for a small business idea, covering objectives, market potential, and financial requirements.	(16)	Level 5	Evaluating	CO3
8.	Analyze the key factors to consider for selecting a business opportunity to minimize risks and maximize profitability.	(16)	Level 4	Analysing	CO3
9.	Develop a project appraisal methodology for evaluating the viability of a small enterprise.	(16)	Level 5	Evaluating	CO3
10.	Analyze the common errors in preliminary project reports and their impact on securing funding from financial institutions.	(16)	Level 4	Analysing	CO3
11.	Examine the role of reliable sources of information in the success of project formulation and appraisal for small businesses.	(16)	Level 4	Analysing	CO3
12.	Analyze the effectiveness of government and private agencies in addressing the needs of small enterprises in India.	(16)	Level 4	Analysing	CO3
13.	Develop a framework for conducting a techno-economic feasibility assessment for a small manufacturing unit.	(16)	Level 3	Applying	CO3
14.	Analyze the significance of techno-economic feasibility studies in mitigating risks for new business ventures.	(16)	Level 4	Analysing	CO3
15.	Compare and contrast the characteristics of small enterprises in rural and urban settings and analyze their contributions to economic development.	(16)	Level 4	Analysing	CO3
16.	Analyze the impact of the external business environment on small enterprises, focusing on political, economic, social, and technological	(16)	Level 4	Analysing	CO3

	factors.				
17.	Analyze the role of market research in the success of small businesses.	(16)	Level 3	Applying	CO3

UNIT – IV– FINANCING AND ACCOUNTING

SYLLABUS: 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	COURSE OUTOCMES
1.	Why do businesses need finance?	Level 1	Remembering	CO4
2.	Mention two primary purposes of obtaining business finance.	Level 2	Understanding	CO4
3.	Name two internal sources of finance for a business.	Level 1	Remembering	CO4
4.	How does finance contribute to business growth?	Level 2	Understanding	CO4
5.	What is the difference between equity finance and debt finance?	Level 2	Understanding	CO4
6.	How do retained earnings serve as a source of finance?	Level 1	Remembering	CO4
7.	What is a term loan?	Level 1	Understanding	CO4
8.	Name two features of term loans.	Level 1	Remembering	CO4
9.	How are term loans different from working capital loans?	Level 2	Understanding	CO4
10.	Define capital structure.	Level 1	Remembering	CO4
11.	Name two financial institutions that provide support to entrepreneurs.	Level 1	Remembering	CO4
12.	How do financial institutions assist small businesses?	Level 2	Understanding	CO4
13.	What is working capital?	Level 1	Remembering	CO4
14.	What is meant by Ledger?	Level 2	Understanding	CO4
15.	List two components of working capital.	Level 1	Remembering	CO4
16.	Infer – Debtor and Creditor.	Level 2	Understanding	CO4
17.	What is the double-entry system of accounting?	Level 1	Remembering	CO4
18.	Define Accounting cycle.	Level 2	Understanding	CO4
19.	Name the two accounts involved in every transaction in the double-entry system.	Level 1	Remembering	CO4

20.	How does the double-entry system ensure accuracy in accounting?	Level 2	Understanding	CO4
21.	What is meant by Journal?	Level 1	Remembering	CO4
22.	What is Accounting Equation?	Level 2	Understanding	CO4
23.	What are the golden Rules of Accounting?	Level 1	Remembering	CO4
24.	List the various forms of assets and liabilities.	Level 2	Understanding	CO4

PART- B

S.NO	QUESTIONS	BT LEVEL	COMPETENCE	COURSE OUTCOMES
1.	Evaluate the role of financial institutions in promoting entrepreneurship and economic development. (16)	Level 3	Applying	CO4
2.	Analyze the factors influencing the capital structure decisions of a manufacturing firm. (16)	Level 4	Analysing	CO4
3.	Evaluate the impact of government policies and regulations on the functioning and efficiency of financial institutions in India. (16)	Level 4	Analysing	CO4
4.	Evaluate the role of term loans in financing capital-intensive projects in small-scale industries. (16)	Level 4	Analysing	CO4
5.	Analyze the advantages and disadvantages of internal and external sources of finance for a growing business. (16)	Level 4	Analysing	CO4
6.	Explain the sources of finance for its short-term and long-term needs. (16)	Level 3	Analysing	CO4
7.	Analyze the impact of poor working capital management on the profitability and liquidity of a business. (16)	Level 4	Evaluating	CO4
8.	Analyze the advantages and disadvantages of the double-entry system of accounting. (16)	Level 4	Analysing	CO4
9.	Analyze the importance of choosing the right source of finance for a business. (16)	Level 4	Evaluating	CO4
10.	Explain the decision-making framework for a business to choose between term loans and equity financing. (16)	Level 3	Analysing	CO4
11.	Evaluate the impact of a high debt-equity ratio on a company's financial performance and risk profile. (16)	Level 3	Applying	CO4
12.	Analyze the impact of different inventory management techniques on working capital requirements. (16)	Level 4	Analysing	CO4
13.	Analyze how the double-entry system ensures accuracy and transparency in financial reporting. (16)	Level 3	Applying	CO4
14.	Explain the various accounting concepts and conventions. (16)	Level 4	Analysing	CO4

15.	(i) Examine the Accounting Cycle.	(16)	Level 5	Evaluating	CO4
	(ii) Examine the following a) Tangible assets b) Intangible assets c) Fictitious assets.				
16.	(i) Analyze the users of Accounting Information.	(16)	Level 4	Analysing	CO4
	(ii) Analyze the various types of accounts and also state the rules of double entry.				
17.	Examine the objectives, functions and advantages and disadvantages of working capital management in detail.	(16)	Level 3	Applying	CO4

UNIT – V – SUPPORT TO ENTREPRENEURS

SYLLABUS: 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	COURSE OUTCOMES
1.	Define entrepreneur support organizations.	Level 1	Remembering	CO5
2.	List any two functions of entrepreneur support organizations.	Level 2	Understanding	CO5
3.	What is the primary purpose of entrepreneur support organizations?	Level 1	Remembering	CO5
4.	What do you mean by "sickness in small business"?	Level 2	Understanding	CO5
5.	State two major causes of sickness in small businesses.	Level 2	Understanding	CO5
6.	What is the significance of identifying the magnitude of sickness in small businesses?	Level 1	Remembering	CO5
7.	List two possible consequences of sickness in small businesses.	Level 2	Understanding	CO5
8.	What are corrective measures in the context of small business sickness?	Level 1	Remembering	CO5
9.	Identify two corrective measures to address sickness in small businesses.	Level 2	Understanding	CO5
10.	How can proper financial management help in resolving small business sickness?	Level 1	Remembering	CO5
11.	What role does government support play in corrective measures for small businesses?	Level 1	Remembering	CO5
12.	Mention two services provided by business incubators.	Level 2	Understanding	CO5
13.	Define a business incubator.	Level 1	Remembering	CO5

14.	What is the objective of business incubators in small-scale industries?	Level 2	Understanding	CO5
15.	Name two types of business incubators.	Level 1	Remembering	CO5
16.	List two advantages of diversification for small industries.	Level 2	Understanding	CO5
17.	Define joint venture.	Level 1	Remembering	CO5
18.	How do government policies support small-scale enterprises in India?	Level 2	Understanding	CO5
19.	Identify one key challenge addressed by government policies for small-scale enterprises.	Level 1	Remembering	CO5
20.	What is meant by "growth strategies" in small industries?	Level 2	Understanding	CO5
21.	State two types of growth strategies in small industries.	Level 1	Remembering	CO5
22.	Define business expansion as a growth strategy.	Level 2	Understanding	CO5
23.	What is diversification in the context of small industry growth?	Level 1	Remembering	CO5
24.	What is meant by expansion in small-scale industries?	Level 2	Understanding	CO5

PART- B					
S.NO	QUESTIONS		BT LEVEL	COMPETENCE	COURSE OUTCOMES
1.	Analyze the role of entrepreneur support organizations in promoting small businesses and suggest strategies to enhance their effectiveness.	(16)	Level 3	Applying	CO5
2.	Examine the causes and consequences of sickness in small businesses, and propose measures to mitigate its impact.	(16)	Level 4	Analysing	CO5
3.	Evaluate the role of external and internal factors contributing to small business sickness.	(16)	Level 3	Applying	CO5
4.	Design a comprehensive corrective action plan for a small business experiencing financial and operational distress.	(16)	Level 4	Analysing	CO5
5.	Evaluate the effectiveness of government and non-governmental interventions in addressing small business sickness.	(16)	Level 5	Evaluating	CO5
6.	Assess the role of business incubators in nurturing startups and small businesses.	(16)	Level 4	Analysing	CO5
7.	Compare and contrast the various types of business incubators, and evaluate their contribution to the entrepreneurial ecosystem.	(16)	Level 4	Evaluating	CO5
8.	analyze the effectiveness of current government policies for small-scale enterprises in India. Suggest improvements to address existing challenges.	(16)	Level 4	Analysing	CO5

9.	Evaluate the impact of government schemes on the growth and sustainability of small-scale enterprises.	(16)	Level 5	Evaluating	CO5
10.	Develop a growth strategy framework for a small-scale industry seeking to scale operations and increase market share.	(16)	Level 4	Analysing	CO5
11.	Analyze the advantages and disadvantages of various growth strategies such as expansion, diversification, and joint ventures in small industries.	(16)	Level 3	Applying	CO5
12.	Evaluate the merits and challenges of mergers and joint ventures as growth strategies for small-scale industries.	(16)	Level 4	Analysing	CO5
13.	Analyze the role of subcontracting in enhancing the efficiency and profitability of small businesses.	(16)	Level 3	Applying	CO5
14.	Discuss the strategic importance of expansion in small industries	(6) (10)	Level 4	Analysing	CO5
15.	Evaluate the role of entrepreneur support organizations contribute to the development of rural entrepreneurship.	(16)	Level 5	Evaluating	CO5
16.	Analyze the role of innovation and technology adoption in facilitating growth strategies for small industries.	(6) (10)	Level 4	Analysing	CO5
17.	Examine the risks and benefits of joint ventures for small industries entering new markets.	(16)	Level 3	Applying	CO5