

SRM VALLIAMMAI ENGINEERING COLLEGE

(An Autonomous Institution)

SRM Nagar, Kattankulathur – 603 203

DEPARTMENT OF MANAGEMENT STUDIES

QUESTION BANK

COMMON FOR ALL U.G – ENGINEERING COURSES

(CSE, IT, CIVIL, AGRI, MDE, CYS, ECE, AIDS)

VI SEMESTER

MANAGEMENT ELECTIVE

MAN104 – ENTREPRENEURSHIP DEVELOPMENT

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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	COMPETENCE	BT LEVEL	CO Level
1.	State the meaning of an entrepreneur.	Remembering	Level 1	CO1
2.	Indicate the role of an entrepreneur in economic development.	Understanding	Level 2	CO1
3.	List the major types of entrepreneurs.	Remembering	Level 1	CO1
4.	Differentiate between innovative and Fabian entrepreneurs.	Understanding	Level 2	CO1
5.	Define entrepreneurship as a career.	Remembering	Level 1	CO1
6.	Discuss entrepreneurship as a career option for engineering graduates.	Understanding	Level 2	CO1
7.	Identify the key traits of an entrepreneurial personality.	Remembering	Level 1	CO1
8.	Illustrate the importance of creativity in entrepreneurial personality.	Understanding	Level 2	CO1
9.	Define women entrepreneurship.	Remembering	Level 1	CO1
10.	Represent the importance of women entrepreneurship in India.	Understanding	Level 2	CO1
11.	State the meaning of rural entrepreneurship.	Remembering	Level 1	CO1
12.	Describe the contribution of rural entrepreneurship to regional development.	Understanding	Level 2	CO1
13.	Define urban entrepreneurship.	Remembering	Level 1	CO1
14.	Compare rural and urban entrepreneurship.	Understanding	Level 2	CO1
15.	List the essential knowledge required by an entrepreneur.	Remembering	Level 1	CO1
16.	Review the importance of financial knowledge for entrepreneurs.	Understanding	Level 2	CO1
17.	Enumerate the key skills of an entrepreneur.	Remembering	Level 1	CO1

18.	Illustrate how communication skill helps an entrepreneur.	Understanding	Level 2	CO1
19.	Define entrepreneurship.	Remembering	Level 1	CO1
20.	Differentiate between entrepreneur and entrepreneurship.	Understanding	Level 2	CO1
21.	List the factors affecting entrepreneurial growth.	Remembering	Level 1	CO1
22.	Show how government policies affect entrepreneurial growth.	Understanding	Level 2	CO1
23.	State the importance of entrepreneurship in economic growth.	Remembering	Level 1	CO1
24.	Summarize the relationship between entrepreneurship and economic development.	Understanding	Level 2	CO1

PART- B				
S.NO	QUESTIONS	COMPETENCE	BT LEVEL	CO Level
1.	Apply the concept of entrepreneurship to establish a startup opportunity suitable for engineering graduates.	Apply	Level 3	CO1
2.	Analyze the contribution of different types of entrepreneurs to economic growth.	Analyse	Level 4	CO1
3.	Illustrate how entrepreneurship can be chosen as a career option by young engineers.	Apply	Level 3	CO1
4.	Compare entrepreneurship as a career with salaried employment in terms of risk and rewards.	Analyse	Level 4	CO1
5.	Develop a model highlighting the key traits of an entrepreneurial personality.	Apply	Level 3	CO1
6.	Differentiate between successful and unsuccessful entrepreneurs based on personality traits.	Analyse	Level 4	CO1
7.	Employ entrepreneurial knowledge and skills to prepare a business plan for a new venture.	Apply	Level 3	CO1
8.	Evaluate the importance of managerial and technical skills in entrepreneurial success.	Analyse	Level 4	CO1
9.	Establish the interrelationship between entrepreneurial skills, personality, and economic growth.	Apply	Level 3	CO1

10.	Analyze the challenges and growth opportunities faced by women entrepreneurs in India.	Analyse	Level 4	CO1
11.	Apply rural entrepreneurship concepts to create employment opportunities in village areas.	Apply	Level 3	CO1
12.	Examine the role of rural entrepreneurship in achieving balanced regional development	Analyse	Level 4	CO1
13.	Develop an urban entrepreneurship strategy for startups operating in metropolitan cities.	Apply	Level 3	CO1
14.	Contrast rural and urban entrepreneurship with respect to infrastructure and market access.	Analyse	Level 4	CO1
15.	Apply the factors affecting entrepreneurial growth to assess the feasibility of a startup.	Apply	Level 3	CO1
16.	Analyze the role of entrepreneurship in innovation, employment generation, and GDP growth.	Analyse	Level 4	CO1
17.	Evaluate how government policies and financial support influence entrepreneurial growth.	Analyse	Level 4	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 and Objectives.

PART- A

S.NO	QUESTIONS	COMPETENCE	BT LEVEL	CO Level
1.	Define entrepreneurship motivation.	Remembering	Level 1	CO2
2.	What are the major motives influencing an entrepreneur?	Understanding	Level 2	CO2
3.	State Maslow’s five levels of needs.	Remembering	Level 1	CO2
4.	What is achievement motivation?	Understanding	Level 2	CO2
5.	Mention two objectives of Entrepreneurship Development Programs (EDPs).	Remembering	Level 1	CO2
6.	What is self-rating in motivation training?	Understanding	Level 2	CO2
7.	Define business games in entrepreneurial training.	Remembering	Level 1	CO2

8.	What is the Thematic Apperception Test (TAT)?	Understanding	Level 2	CO2
9.	State two techniques of stress management for entrepreneurs.	Remembering	Level 1	CO2
10.	What is the importance of motivation in entrepreneurship?	Remembering	Level 1	CO2
11.	Differentiate between physiological and safety needs.	Understanding	Level 2	CO2
12.	What is the role of esteem needs in entrepreneurship?	Remembering	Level 1	CO2
13.	Define self-actualization in Maslow's hierarchy.	Understanding	Level 2	CO2
14.	What is the purpose of achievement motivation training?	Remembering	Level 1	CO2
15.	Mention two benefits of business games in training.	Understanding	Level 2	CO2
16.	What is entrepreneurial stress?	Remembering	Level 1	CO2
17.	State two causes of stress among entrepreneurs.	Remembering	Level 1	CO2
18.	What is the need for Entrepreneurship Development Programs?	Remembering	Level 1	CO2
19.	Define entrepreneurial development.	Remembering	Level 1	CO2
20.	What is the role of self-rating in motivation training?	Understanding	Level 2	CO2
21.	Mention two objectives of stress management.	Remembering	Level 1	CO2
22.	What is the importance of psychological tests in entrepreneurship?	Understanding	Level 2	CO2
23.	Define entrepreneurial motives.	Understanding	Level 2	CO2
24.	What is the role of social needs in entrepreneurship?	Remembering	Level 1	CO2

PART- B				
S.NO	QUESTIONS	COMPETENCE	BT LEVEL	CO Level
1.	Explain the major motives influencing an entrepreneur with suitable examples.	Analyse	Level 4	CO2
2.	Discuss Maslow's Need Hierarchy Theory and evaluate its relevance to entrepreneurial motivation.	Apply	Level 3	CO2
3.	Describe the role of achievement motivation training in entrepreneurship development.	Analyse	Level 4	CO2

4.	Explain the importance of self-rating techniques in entrepreneurial motivation training.	Apply	Level 3	CO2
5.	Discuss the role of business games in developing entrepreneurial skills and decision-making.	Analyse	Level 4	CO2
6.	Explain the Thematic Apperception Test (TAT) and its application in assessing entrepreneurial motives.	Apply	Level 3	CO2
7.	Discuss the causes of stress among entrepreneurs and methods of stress management.	Analyse	Level 4	CO2
8.	Explain the importance of stress management techniques in enhancing entrepreneurial performance.	Apply	Level 3	CO2
9.	Evaluate the need for Entrepreneurship Development Programs (EDPs) in India.	Analyse	Level 4	CO2
10.	Discuss the objectives of Entrepreneurship Development Programs and their role in SME growth.	Apply	Level 3	CO2
11.	Explain how Maslow's theory of needs helps in understanding entrepreneurial behavior.	Analyse	Level 4	CO2
12.	Discuss the role of achievement motivation in fostering innovation and risk-taking among entrepreneurs.	Apply	Level 3	CO2
13.	Explain the importance of psychological tests such as TAT and self-rating in entrepreneurship development.	Analyse	Level 4	CO2
14.	Discuss the role of business games and simulations in entrepreneurial training programs.	Apply	Level 3	CO2
15.	Explain the significance of self-rating and feedback mechanisms in entrepreneurial learning.	Analyse	Level 4	CO2
16.	Discuss the integrated role of motivation theories, training methods, and stress management in entrepreneurship development.	Apply	Level 3	CO2
17.	Elaborate the contribution of Entrepreneurship Development Programs (EDPs) to national economic growth.	Apply	Level 3	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	COMPETENCE	BT LEVEL	CO Level
1.	Define a small enterprise.	Remember	Level 1	CO3
2.	What are the main classifications of small enterprises?	Understand	Level 2	CO3
3.	State two characteristics of small enterprises.	Remember	Level 1	CO3
4.	What is meant by ownership structure?	Understand	Level 2	CO3
5.	Mention two types of ownership structures in small business.	Remember	Level 1	CO3
6.	Define project formulation.	Understand	Level 2	CO3
7.	State two steps involved in setting up a business.	Remember	Level 1	CO3
8.	What is a business opportunity?	Understand	Level 2	CO3
9.	Mention two criteria for selecting a good business opportunity.	Remember	Level 1	CO3
10.	Define market survey.	Understand	Level 2	CO3
11.	What is the importance of market research in small enterprises?	Remember	Level 1	CO3
12.	Define techno-economic feasibility.	Understand	Level 2	CO3
13.	State two components of techno-economic feasibility assessment.	Remember	Level 1	CO3
14.	What is a preliminary project report (PPR)?	Understand	Level 2	CO3
15.	Mention two uses of project appraisal.	Remember	Level 1	CO3
16.	Define project appraisal.	Understand	Level 2	CO3
17.	State two sources of information for entrepreneurs.	Remember	Level 1	CO3

18.	What is the role of agencies in entrepreneurship development?	Understand	Level 2	CO3
19.	Define classification of needs in entrepreneurship.	Remember	Level 1	CO3
20.	Mention two agencies supporting small enterprises in India.	Understand	Level 2	CO3
21.	What is the importance of ownership structure in small enterprises?	Remember	Level 1	CO3
22.	State two objectives of project formulation.	Understand	Level 2	CO3
23.	Define feasibility study.	Remember	Level 1	CO3
24.	What is the role of market survey in project formulation?	Understand	Level 2	CO3

PART- B				
S.NO	QUESTIONS	COMPETENCE	BT LEVEL	CO Level
1.	Explain the definition, classification, and characteristics of small enterprises.	Apply	Level 3	CO3
2.	Discuss the different ownership structures available for small enterprises.	Analyse	Level 4	CO3
3.	Explain the concept of project formulation and its importance in entrepreneurship.	Apply	Level 3	CO3
4.	Discuss the steps involved in setting up a business.	Analyse	Level 4	CO3
5.	Explain the process of identifying and selecting a good business opportunity.	Apply	Level 3	CO3
6.	Discuss the importance of market survey and research in small enterprises.	Analyse	Level 4	CO3
7.	Explain techno-economic feasibility assessment with suitable examples.	Apply	Level 3	CO3
8.	Discuss the preparation of preliminary project reports (PPRs).	Analyse	Level 4	CO3
9.	Explain the process and importance of project appraisal.	Apply	Level 3	CO3
10.	Discuss the sources of information available to entrepreneurs.	Analyse	Level 4	CO3

11.	Explain the classification of needs in entrepreneurship development.	Apply	Level 3	CO3
12.	Discuss the role of agencies in supporting small enterprises.	Analyse	Level 4	CO3
13.	Explain the importance of ownership structures in small business management.	Apply	Level 3	CO3
14.	Discuss the role of market survey and research in project formulation.	Analyse	Level 4	CO3
15.	Explain the objectives and importance of techno-economic feasibility studies.	Apply	Level 3	CO3
16.	Discuss the significance of Entrepreneurship Development Agencies in India.	Analyse	Level 4	CO3
17.	Explain the integrated process of project formulation, appraisal, and feasibility assessment in small enterprises.	Apply	Level 3	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	COMPETENCE	BT LEVEL	CO Level
1.	Define entrepreneurship finance.	Understand	Level 1	CO4
2.	List any two internal sources of finance for entrepreneurs.	Understand	Level 1	CO4
3.	What is meant by term loan?	Understand	Level 1	CO4
4.	State any two objectives of capital structure.	Understand	Level 1	CO4
5.	Define working capital.	Understand	Level 1	CO4
6.	What is double entry system of accounting?	Understand	Level 1	CO4
7.	Identify any two external sources of finance.	Understand	Level 1	CO4
8.	What is meant by financial institution?	Understand	Level 1	CO4
9.	What do you understand by short-term finance?	Remember	Level 2	CO4
10.	Distinguish between fixed capital and working capital.	Remember	Level 2	CO4

11.	State the meaning of capital structure.	Remember	Level 2	CO4
12.	Why is working capital important for small businesses?	Understand	Level 2	CO4
13.	State the role of financial institutions in entrepreneurship development.	Remember	Level 2	CO4
14.	What is meant by debentures as a source of finance?	Remember	Level 2	CO4
15.	State the significance of term loans for entrepreneurs.	Remember	Level 2	CO4
16.	What is meant by current assets? Give examples.	Remember	Level 2	CO4
17.	What is the concept of debit and credit?	Remember	Level 2	CO4
18.	Why is double entry system considered reliable?	Remember	Level 2	CO4
19.	What is meant by equity capital?	Understand	Level 1	CO4
20.	State any two advantages of term loans.	Understand	Level 1	CO4
21.	Define financial leverage.	Understand	Level 1	CO4
22.	What is meant by working capital cycle?	Remember	Level 2	CO4
23.	Define the meaning of current liabilities.	Understand	Level 1	CO4
24.	What is the role of banks in providing finance to entrepreneurs?	Remember	Level 2	CO4

PART- B				
S.NO	QUESTIONS	COMPETENCE	BT LEVEL	CO Level
1.	Explain the various sources of finance available to entrepreneurs at different stages of business.	Apply	Level 3	CO4
2.	Discuss the role of term loans in financing entrepreneurial ventures.	Apply	Level 3	CO4
3.	Explain the factors influencing capital structure decisions of a small business.	Apply	Level 3	CO4
4.	Describe the functions and importance of financial institutions in entrepreneurial development.	Apply	Level 3	CO4
5.	Explain the concept of working capital and its components	Apply	Level 3	CO4
6.	Discuss the significance of effective working capital management for startups.	Apply	Level 3	CO4

7.	Explain the double entry system of accounting with suitable illustrations.	Apply	Level 3	CO4
8.	Describe internal and external sources of finance with merits and demerits.	Apply	Level 3	CO4
9.	Explain different types of term loans and their relevance to entrepreneurs.	Apply	Level 3	CO4
10.	Discuss the objectives and importance of capital structure planning.	Apply	Level 3	CO4
11.	Analyze the impact of improper working capital management on business operations.	Apply	Level 3	CO4
12.	Analyze the role of financial institutions in providing financial support to MSMEs.	Analyze	Level 4	CO4
13.	Compare short-term and long-term sources of finance with suitable examples.	Analyze	Level 4	CO4
14.	Analyze how capital structure affects profitability and risk of a business.	Analyze	Level 4	CO4
15.	Examine the importance of term loans in the growth of entrepreneurial ventures.	Analyze	Level 4	CO4
16.	Evaluate the effectiveness of various sources of finance for startup enterprises.	Analyze	Level 4	CO4
17.	Analyze the challenges faced by entrepreneurs in raising finance from institutions.	Analyze	Level 4	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	COMPETENCE	BT LEVEL	CO Level
1.	Define Entrepreneur Support Organizations.	Remember	Level 1	CO5
2.	What is meant by sickness in small business?	Understand	Level 2	CO5
3.	Mention any two causes of sickness in small-scale industries.	Remember	Level 1	CO5

4.	State any two consequences of sickness in small businesses.	Understand	Level 2	CO5
5.	What is a business incubator?	Remember	Level 1	CO5
6.	List any two functions of business incubators.	Understand	Level 2	CO5
7.	What is meant by government policy for small-scale enterprises?	Remember	Level 1	CO5
8.	Mention any two objectives of government support to small industries.	Understand	Level 2	CO5
9.	Define business expansion strategy.	Remember	Level 1	CO5
10.	What is diversification in small industries?	Understand	Level 2	CO5
11.	State any two advantages of diversification.	Remember	Level 1	CO5
12.	What is a joint venture?	Understand	Level 2	CO5
13.	Mention any two benefits of joint ventures for small firms.	Remember	Level 1	CO5
14.	Define merger.	Understand	Level 2	CO5
15.	State any two reasons for mergers in small-scale industries.	Remember	Level 1	CO5
16.	What is meant by subcontracting?	Understand	Level 2	CO5
17.	Mention any two advantages of subcontracting.	Remember	Level 1	CO5
18.	Define industrial sickness.	Understand	Level 2	CO5
19.	State any two internal causes of sickness in small businesses.	Remember	Level 1	CO5
20.	Mention any two external causes of sickness in small industries.	Understand	Level 2	CO5
21.	What are corrective measures for sick industries?	Remember	Level 1	CO5
22.	List any two corrective measures for reviving sick small businesses.	Understand	Level 2	CO5
23.	What is meant by growth strategy in small industries?	Remember	Level 1	CO5
24.	State any two corrective measures for industrial sickness.	Understand	Level 2	CO5

PART- B				
S.NO	QUESTIONS	COMPETENCE	BT LEVEL	CO Level
1.	Explain the role and functions of Entrepreneur Support Organizations in promoting small industries.	Apply	Level 3	CO5
2.	Analyze the concept and magnitude of sickness in small-scale businesses in India.	Analyse	Level 4	CO5
3.	Discuss the major causes of sickness in small businesses with suitable examples.	Apply	Level 3	CO5
4.	Examine the economic and social consequences of sickness in small-scale industries.	Analyse	Level 4	CO5
5.	Explain the corrective measures and rehabilitation strategies for sick small businesses.	Apply	Level 3	CO5
6.	Analyze the role of business incubators in nurturing entrepreneurship.	Analyse	Level 4	CO5
7.	Describe the objectives and features of government policy for small-scale enterprises.	Apply	Level 3	CO5
8.	Critically analyze the impact of government support schemes on the growth of small industries.	Analyse	Level 4	CO5
9.	Explain growth strategies in small industries with reference to expansion and diversification.	Apply	Level 3	CO5
10.	Analyze the advantages and limitations of expansion strategy in small businesses.	Analyse	Level 4	CO5
11.	Discuss diversification as a growth strategy for small-scale industries.	Apply	Level 3	CO5
12.	Examine the role of joint ventures in the development of small industries.	Analyse	Level 4	CO5
13.	Analyze the merits and challenges of mergers in small businesses.	Apply	Level 3	CO5
14.	Describe the importance of subcontracting for small-scale industries.	Analyse	Level 4	CO5
15.	Analyze how subcontracting helps small firms achieve competitiveness.	Apply	Level 3	CO5

16.	Compare joint venture and merger strategies adopted by small industries.	Analyse	Level 4	CO5
17.	Evaluate the effectiveness of various growth strategies adopted by small-scale enterprises.	Apply	Level 3	CO5