

TIME: 03 HRS

MAX MARKS:80

N.B.

1. Question No 1 is compulsory.
2. Solve any three questions out of remaining five questions.
3. Assume suitable data if necessary.
4. Figures to right indicate marks.

- Q. 1. Solve any **four** out of five. (4*5=20)
- a. Compare acquisition and merger. Also give relevant examples.
 - b. Explain the role of Entrepreneur in the economic development of the country.
 - c. Explain the different types of E-business models.
 - d. Differentiate between Brick and Mortar business and Online business.
 - e. Define a Woman Entrepreneur and state the steps the government should take to encourage women entrepreneurs.
- Q. 2.
- a) Explain the different methods of financial motivation an employer can use to motivate his employees. (10)
 - b) Explain the advantages of SWOT (Strength Weakness Opportunity Threat) analysis to prepare a business plan for starting a new business. (10)
- Q. 3.
- a) Explain the features of a good business plan that can prevent the failure of a new business. (10)
 - a) State and explain with examples the features of a good marketing plan. (10)
- Q. 4.
- a) Explain the evolution of ERP. List the different features of ERP. (10)
 - b) "Advancement in Technology has increased the types of business activities". Comment on this statement. Justify your answer. (10)
- Q. 5.
- a) Explain how E-governance helps as an efficient tool for improving entrepreneurship. (10)
 - b) Explain the advantages of Supply Chain Management (SCM) and enlist its characteristics. (10)
- Q. 6.
- A) List and explain the different tenures of financing available for entrepreneurs. (10)
 - b) Explain procurement and E-Procurement. Also describe the components of e-Procurement. (10)
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