

Indian Maritime University
(A Central University, Govt of India)
End Semester Examinations – June 2025
Programme Name: BBA (LRE)
Semester: VI
Subject Code: UG31T3603
Subject Name: Entrepreneurship and Start-ups

Date: 04.06.2025

Max Marks: 70

Duration: 03 Hrs

Pass Marks: 35

General Instructions

- (i) All Sections (A, B & C) are to be attempted.
- (ii) Options, if any, are specified in respective section.

Section A

Ten MCQs/Fill in the Blanks of 01 Mark each – Choose the correct answer as applicable.

1. Which of the following best defines entrepreneurship?
 - A) Managing a business
 - B) Buying and selling goods
 - C) Creating, organizing, and managing a business venture along with its risks
 - D) Working under a corporate setup
2. Which of the following is NOT considered a skill of an entrepreneur?
 - A) Risk-taking
 - B) Creativity
 - C) Inflexibility
 - D) Decision-making
3. Which of the following is a myth of entrepreneurship?
 - A) Entrepreneurs take calculated risks
 - B) Entrepreneurs are born, not made
 - C) Entrepreneurs are innovative
 - D) Entrepreneurs work long hours
4. What is the major difference between an intrapreneur and an entrepreneur?
 - A) Intrapreneurs invest their own money

- B) Entrepreneurs do not take risks
 - C) Intrapreneurs work within existing organizations
 - D) Entrepreneurs work only in large firms
5. Which of the following is a step in the creative process of opportunity identification?
- A) Buying a running business
 - B) Environmental scanning
 - C) Imitating a successful idea
 - D) Acquiring a loan
6. Which one is NOT a typical source of capital for entrepreneurs?
- A) Venture capital
 - B) Government salaries
 - C) Angel investors
 - D) Commercial loans
7. Break-even analysis helps an entrepreneur to:
- A) Identify competitors
 - B) Determine the point of no profit and no loss
 - C) Find market opportunities
 - D) Measure employee efficiency
8. Which legal structure offers limited liability to its owners?
- A) Sole proprietorship
 - B) Partnership
 - C) Corporation
 - D) Informal group
9. What is a key benefit of writing a business plan?
- A) To increase the cost of startup
 - B) To avoid paying taxes
 - C) To set a clear roadmap and attract investors
 - D) To get government employment
10. Which of the following is a major reason for new venture failure?
- A) Market research
 - B) Proper planning
 - C) Adequate funding
 - D) Poor management

Section B

Five Questions of 02 Marks each

11. Define the term 'Entrepreneurship'.
12. Mention any two characteristics of an entrepreneurial mind-set.
13. What is the difference between debt financing and equity financing?
14. List any two elements of a business plan.
15. What is Intellectual Property? Give two examples.

Section C

Seven Questions of 10 Marks each of which any 05 questions to be answered.

16. Explain the concept of entrepreneurship. Discuss the qualities and skills required to become a successful entrepreneur.
17. What are the common myths associated with entrepreneurship? How can these myths impact aspiring entrepreneurs?
18. Compare and contrast an intrapreneur with an entrepreneur. Highlight their similarities and differences with suitable examples.
19. Explain the process of opportunity identification in entrepreneurship. How do imagination, creativity, and innovation contribute to this process?
20. Discuss the various sources of capital available for entrepreneurs. Evaluate the pros and cons of debt financing and equity financing.
21. What are the major components of a business plan? Why is it important to prepare and regularly update a business plan?
22. Analyze the legal and marketing challenges faced by new ventures. Suggest strategies to overcome these challenges for successful entrepreneurial development.

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