

**These are sample MCQs to indicate pattern, may or may not appear in examination.**

**Mahatma Education Society's  
Pillai HOC College of Engineering and Technology**

Program: BE \_\_\_\_\_ Engineering

Curriculum Scheme: Revised 2016

Examination: FINAL Year Semester VIII

Course Code:ILO8023 and Course Name: Entrepreneurship Development & Management

Note to the students:- All the Questions are compulsory and carry equal marks .

Sr. No	Module	Question	Option A	Option B	Option C	Option D
1	1	Mainly innovative entrepreneurs has the challenge to raise,	Seed capital	Human capital	Development capital	Working capital
2	1	Which of the following is an association of one or more general partners who manage the business and one or more limited partners whose liability is limited to the capital they have invested in the business?	Public limited	Partnership	Private limited	Limited partnership
3	1	In PESTEL analysis, 'S' stands for:	Society	Support	Social	Strategy
4	1	The most important function of an entrepreneur is:	To earn profit	Function of innovation	Function of management	Function of raising the finance
5	1	The social factor that affects the growth of entrepreneurship is:	Customs & traditions	Lack of capital	Lack of skilled labour	Risks involved in business
6	1	In the development phase of the Entrepreneurship Development:	Entrepreneurs are trained in the chosen fields.	Entrepreneurs are aware about business opportunities.	Entrepreneurs are given financial support.	Entrepreneurs are counselling support.
7	1	The entrepreneur who blindly follows the traditional methods & reluctant to make a change in spite of the loss is called as,	innovative entrepreneur	fabian entrepreneur	adoptive entrepreneur	drone entrepreneur
8	1	Entrepreneurs are provided adequate support in the form of infrastructure facilities, financial assistance & counselling support in:	Initial phase of entrepreneurship development.	Support phase of entrepreneurship development.	Middle phase of entrepreneurship development.	Development phase of entrepreneurship development.
9	1	In SWOT analysis, 'T' stands for:	Time	Threats	Training	Technique
10	1	In PESTEL analysis, 'P' stands for:	political	population	people	profit
11	2	The objective of promotion is:	to inform potential consumers about the product's availability or to educate the consumer about product.	to make a product convenient to purchase when it is needed	to provide proper service to the customer.	to set the product price.
12	2	In BCG matrix low growth & high market share is a representation of	stars	question marks	cash cows	dogs
13	2	Star units in BCG matrix represents,	High Growth, High Market Share	High Growth, Low Market Share	Low Growth, High Market Share	Low Growth, Low Market Share
14	2	Combination of product or service, pricing, distribution, and promotion is referred as,	product portfolio	marketing mix	Product mix	marketing strategy
15	2	Which of the following document describes the direction the enterprise is going in, what its goals are, where it wants to be, and how it is going to get there?	market analysis report	technical analysis report	Project report	financial analysis report
16	2	A main aspect of the financial section of the business plan is,	a realistic sales forecast.	competitors information	available manpower	available machine capacity
17	2	The cost of an item is \$100. The seller has a mark-up of 20%. What is the selling price	80	100	120	140
18	2	Which from the following is NOT an example of intangible assets	Trade marks	Patents	Building	Technical expertise
19	2	The following are the examples of financial assets except	Stocks	Bank loan	Bond	Raw material
20	2	The sale of financial assets is also referred to as the	Capital Decision	CFO decision	Financing Decision	Investment decision
21	2	The construction of new manufacturing plant is also referred to as the	Capital Decision	CFO decision	Financing Decision	Investment decision
22	2	The risk that can be eliminated by diversification is called	specific risk	Market risk	security risk	Beta

23	2	A firm's investment decision is called the	Financing decision	Capital budgeting decision	Liquidity decision	Non of these
24	2	The spread of possible outcomes of an investment returns is measured by	Variance	Standard Deviation	Skewness	Kurtosis
25	2	What will be value of \$100 after two years, if the interest rate during this period is 5%	105	107	110.25	90.5
26	2	Corporations can return cash to their shareholders by	paying cash dividends	stock repurchase	A & B	Non of these
27	2	Net present cash value is calculated as	cash inflow - cash outflow	cash outflow - cash inflow	PV of cash inflow - PV of cash outflow	PV of cash outflow - PV of cash inflow
28	2	An investment should be accepted if its NPV is	0	1	positive	negative
29	2	The ratio between the amount of profit and investment is called the	NPV	opportunity cost	risk premium	rate of return
30	2	An investment should be accepted if	Rate of Return > Opportunity Cost	Rate of Return < Opportunity Cost	Rate of Return = Opportunity Cost	A, B and C are irrelevant
31	2	Governments and corporations issue bonds to	borrow money	lend money	both A and B	none of these
32	2	A _____ is a specialized firm that finances young, start-up companies	Venture capital firm	Capital creation company	Small finance company	Finance company
33	4	MUDRA bank finance	Large Companies	MSMEs	NGOs	Personal Consumption
34	4	PMEGP has maximum project cost of INR ____ for manufacturing sector and INR ____ for service sector:	25 Lakh and 10 Lakh respectively	1 Lakh to 2 Lakhs	10 Lakh and 5 Lakh respectively	25 Lakh and 50 Lakh respectively
35	4	Which of the following statements is not TRUE?	Public sector enterprises are promoted with the objective of achieving balanced regional development	HPCL is an example of a public sector enterprise	The joint sector was promoted with the objective of accelerating economic development	IPCL is a private sector company
36	4	A _____ is a specialized firm that finances young, start up companies	Venture capital firm	Finance company	Small business finance co.	Capital creation co.
37	4	Which of the following is NOT an advantage of MSME sector?	It requires less investment	It can create employment on a large scale	It can survive almost all threats emerging out of competition from both domestic and International market.	Chances of failure are almost not there.
38	4	Under MSME, there is a provision of Rs. ---- for investment in equipment of service sector.	10 Lakhs to 02 Crores	02 to 05 Crore	01 to 02 Crores	05 Crores to 10 Crores
39	4	Share of MSME in employment sector in India is ---- %.	25	49	59	69
40	4	Which one of following factors is favourable to MSME in achieving growth?	It doesn't need a highly skilled labour.	In India, distribution of wealth is already at a very good level, it helps in accrelaratig growth.	MSMEs need very expensive resources. So, only skilled an resourceful people go for it contributing to it's success rate.	MSMEs require highly skilled managers to handle it's complex organizational structure.
41	4	Which of the following state has top rank in overall integrated MSME performance level	Punjab	Maharashtra	Gujrat	Telangana
42	4	The government is playing a regulatory role when ---- .	it is fixing the ceiling on profits margins, dividends etc.	develops infrastructure like power, transport, finance etc.	establishes and operates business enterprises and bears risk.	it is appealing for being vocal for local.
43	4	Which of the following is the characterisitic of Public-Private Partnership?	It is a short term arrangement.	It is a proprietary arragment of private or Government	The operation of the facility i conntracted out to another private entity.	different forms of long-term contracts drawn up between legal entities and public authorities

44	4	National Skill Development Mission is developed ---- .	to improve literacy rate in different states	to create convergence across sectors and States in terms of skill training activities	to create awareness about engineering education	To train 1 crore people by 2022
45	4	Which one of the following is the function of Governing Council in the the institutional mechanism of National Skill Development Mission?	Implementation and Monitoring	Policy and Guidance	Setting Targets	Review Progress
46	4	According to an estimate, India has ---- of it's workforce received formal skill training which is far less as compared to 68% in UK, 52% in USA and 80% in Japan and 96% in South Korea.	40%	10%	2.30%	7%
47	4	NABARD stands for ----- .	National Bureau for use of Academics in Rural Development	Native Branch for Agriculture and Rural Development	National Bank for Art and Rural Development	National Bank for Agriculture and Rural Development
48	4	MUDRA Bank is a ----- financial institution in India.	public sector	Cooperative	private	non scheduled bank
49	4	Maximum loan allowed under "Shishu" category of MUDRA bank is ---- .	₹ 50,000	₹5 lakh	₹10 lakh	₹ 01 Lakh
50	4	Which of the following category of clients is eligible to avail the loan of maximum ₹10 lakh	Vruddha	Tarun	Shishu	Kishor
51	4	Credit Guarantee Fund aims at ----- .	Providing a loan more than Rupees 25 crore to the enterprise	providing covering loans upto 50,000/-	covering loans above 5 lakh to 10 lakh	Making available collateral-free credit to micro and small enterprises
52	4	Who is appointed as a chairperson of the Mission Directorate (Executive Committee) level of National Skill Development Mission.	Secretary, MSDE	Minister, MSDE	Secretary, Shiksha Mantralaya	Minister, Shiksha Mantralaya
53	4	Which of the following is NOT an advantage of MSME sector?	It requires less investment	It can create employment on a large scale	It can survive almost all threats emerging out of competition from both domestic and International market.	Chances of failure are almost not there.
54	3	Social Entrepreneurs act as agent of change	Poor people	Society	Government	Country
55	3	The acronym CSR stands for	Corporate Sustainable Research	Corporate Social Reality	Corporate Social Responsibility	Community Social Responsibility
56	3	Which of the following may not be the motive of a social entrepreneur	Create sustainable solution	Wealth creation	Personal fulfillment	Social responsibility
57	3	Which of these is not the reason for international emphasis on sustainable development?	Climate Change	Overexploitation of Natural Resources	Theory of change	Scarcity of resources
58	3	Which of the following is not an objective of Federation of Indian Women Entrepreneurs (FIWE) ?	Provide finance	Provide greater access to latest technology	Assist in identification of investment opportunities	Provide training in marketing, quality control, laws and regulations
59	3	Today Women Entrepreneurs are creating an impact	Only in India	Only on U.S.A	In the third world countries	All over the world
60	3	Social entrepreneurship involves	Involves a group or an individual setting up an business enterprise for profit	Involves creating innovative products	Involves partnering with government agencies	Create financially self sufficient organizations to develop solutions for social and environmental issues
61	3	Which of these is not a motivating factor for women entrepreneurs?	Recognition	Profit	Sense of Achievement	Role Conflict

62	3	Which of these schemes is not meant only for women?	Annapurna Scheme	Mahila Udyam Nidhi	Credit Guarantee Trust Fund	Stree Shakti Package
63	3	The P inEDP stands for which of the following	Policy	Project	Programme	Plan
64	3	The Kakinada experiment was the seed for which of the following concept?	Entrepreneurship Development Programme	Sustainable Development	Women Entrepreneurship	Social Enterprise
65	3	Most women entrepreneurs are found in which of the following sectors?	Manufacturing	Retail and Service	Technology	Medicine
66	3	Which of the following sentences implies that women entrepreneurs are now economically independent and take decisions independently?	Employment generation	Economic development	Improved Quality of life	Better utilization of resources
67	6	What are key parts of an activity that need to be completed well in order to meet the goals of the project?	Critical success factors	Quality performance	Quality success factors	Quality performance
68	6	_____refers to the successful selling of a product or service in a specific market.	Market penetration	Advertisement	outreach	consolidation
69	6	_____ is a corporate strategy to enter into a new products or product lines, new services or new markets, involving substantially different skills, technology and knowledge.	Disinvestment	Diversification	growth	enhancement
70	6	_____ is a growth strategy that identifies and develops new market segments for current products.	Market penetration	Advertisement	enhancement	market development
71	6	_____ involves the purchase or development of new products by the company, with the aim of selling them to existing customer groups.	Horizontal diversification	vertical diversification	Concentric diversification	Conglomerate diversification
72	6	_____Is moving to new products or services that have no technological or commercial relation with current products, equipment, distribution channels	Horizontal diversification	vertical diversification	Concentric diversification	Conglomerate diversification
73	6	_____ involves the development of a new line of products or services with technical and/or commercial similarities to an existing range of products.	Horizontal diversification	vertical diversification	Concentric diversification	Conglomerate diversification
74	6	In _____The company enters the sector of its suppliers or of its customers	Horizontal diversification	vertical diversification	Concentric diversification	Conglomerate diversification
75	6	An entrepreneur may also plan to retain a business for only a specified period of time, with the intent to sell it to the employees. What is it called?	employee stock option plan	Initial public Offering	Insurance	Gratuity
76	6	What is not an IPO	An initial public offering (IPO) refers to the process of offering shares of a private corporation to the public in a new stock issuance.	Initial public offering or stock market launch is a type of public offering in which shares of a company are sold to institutional investors and usually also retail investors.	An initial public offering (IPO) refers to the process of offering shares of a private corporation to the public in a new stock issuance.	IPO is transferring company to charitable trust
77	6	What is the process of one company taking over by the other called?	Merger	Acquisition	Going public	Write off
78	6	What is the process of combination of two companies to form one called?	Merger	Acquisition	Going public	Write off
79	6	What is Horizontal Merger?	takes a company a step closer towards monopoly by eliminating a competitor	combination of two entities at different stages of the industrial or production process	the shareholders of one entity receives cash instead of shares in the merged entity	merger between two entities in unrelated industries
80	6	What is Vertical Merger?	takes a company a step closer towards monopoly by eliminating a competitor	combination of two entities at different stages of the industrial or production process	the shareholders of one entity receives cash instead of shares in the merged entity	merger between two entities in unrelated industries

81	6	What is Conglomerate Merger?	takes a company a step closer towards monopoly by eliminating a competitor	combination of two entities at different stages of the industrial or production process	the shareholders of one entity receives cash instead of shares in the merged entity	merger between two entities in unrelated industries
82	6	What is Cash Merger?	takes a company a step closer towards monopoly by eliminating a competitor	combination of two entities at different stages of the industrial or production process	the shareholders of one entity receives cash instead of shares in the merged entity	merger between two entities in unrelated industries
83	6	What is NCLT?	National Company Law Tribunal	National Corporate Law Tribunal	National Capital Law Tribunal	National Company Legal Tribunal
84	6	A _____ shareholder is a person or entity that owns and controls more than 50% of a company's outstanding shares.	majority	minority	temporary	substantial
85	5	What is CGTMSE?	Central Government Fund Trust for Micro and Small Enterprises	Central Government Federation Trust for Micro and Small Enterprises	Credit Guarantee Finance Trust for Micro and Small Enterprises	Credit Guarantee Fund Trust for Micro and Small Enterprises
86	5	What is role of MSME- Technology Centres in developing MSMEs	supporting them in design, strategy and execution	supporting them in marketing and sales	supporting them in finance	supporting them in getting raw material
87	5	_____ is the programme started under startup India to improve competitiveness	National Manufacturing Competitiveness Programme	National Manufacturing Competition Programme	National Manufacturing Comprehensive Programme	National MSME Competition Programme
88	5	What is not the function of National Small Industries Corporation	provides integrated support services under Marketing, Technology, Finance and other Support service.	Financing for Marketing Activities (Short term)	Performance and Credit Rating Scheme for small industries	Trade Exhibitions
89	5	PQR is an enterprise where investment in plant and machinery does not exceed Rs. 5 crores. What will you classify PQR into?	micro	small	medium	large
90	5	What does ZED stand for in the context of MSMEs and certification in manufacturing?	Zero Defect Zero Effect	Zero Effect Zero Defect	Zero Effectiveness Zero Defectiveness	Zero Delays Zero Effect
91	5	In production sector, a micro enterprise is an enterprise where investment in plant and machinery does not exceed how much amount?	Rs 10 Lakh	Rs 15 Lakh	Rs 20 Lakh	Rs 25 Lakh
92	5	Banks are mandated not to accept collateral security in the case of loans upto Rs. _____ extended to units in the MSE sector	25 Lakh	10 Lakh	5 Lakh	1 Lakh
93	5	Bank loans upto _____ per unit to Micro and small enterprises under services sector are classified under priority sector	Rs 5 crore	Rs 10 crore	Rs 15 crore	Rs 25 crore
94	5	MUDRA stands for	Metropolitan and Urban Development Regulatory Authority	A scheme under Ministry of AYUSH	Micro Units Development and Refinance Agency	Macro Units Development and Refinance Agency
95	5	GDP in India as on date is	Accelerating	Stagnant	Zero	Declining
96	5	_____ was formed to provide refinance facilities and short term lending to industries and serves as principal institution in MSME sector	NABARD	SIDBI	RBI	SBI
97	5	Seed capital assistance is _____	a long-term assistance	initial assistance	a help for the purchase of seeds	a short-term assistance
98	5	Which of the following is not an aspect of appraisal of term loans by commercial banks?	Financial feasibility	Technical feasibility	Economic feasibility	Societal feasibility
99	5	MSMEs make up for about _____ per cent of the country's exports	35	45	25	40
100	5	In services sector, a _____ enterprise is an enterprise where investment in equipment is more than Rs. 2 crore, but does not exceed Rs. 5 crore.	micro	macro	small	medium
101	5	Process improvement technique that sorts the "vital few" from the "trivial many" is	Taguchi analysis	Pareto analysis	benchmarking	Yamaguchi analysis

102	5	A fishbone diagram is also known as	cause-and-effect diagram	poka-yoke diagram	Kaizen diagram	Taguchi diagram
103	5	In a Supply Chain,Material flows in one direction while _____ flows in both direction	Process	Information	Product	Semifinished goods
104	5	Lean production involves	Improvement of speed only	Improvement of quality only	Elimination of all types of waste	Elimination of cost only