

**University Institute of Applied Management
Sciences Panjab University, Chandigarh**

End Semester Examinations- MBA (Sectoral Management) -IV Sem-Sept, 2020

Important Instructions:

- 1) Please download the Question Paper immediately on receipt of the same.
- 2) Mark your attendance online After Receiving the Question Paper
- 3) Please put Roll No, Subject Code, Page No. and Signatures on all pages of the answer sheet
- 4) Maximum Number of pages in Answer Sheet are 16.
- 5) Timing of Examinations are 10 am to 12 noon
- 6) Attempt ANY THREE Questions. ALL Questions carry Equal Marks
- 7) Give relevant example as per your Sectoral Area of Study/Functional Area
- 8) Preserve the original Answer Sheet. It may be required to be submitted at a later date.
- 9) Email the scanned copy of the Answer Sheet (Maximum 16 pages) at uiamsexam@pu.ac.in

MBA (SECTORAL) 4th Semester Term End Examinations September -2020

MBA-(RM/BI/IT/IM/PM/HM)-4003

WORKSHOP ON DEVELOPING ENTREPRENEURIAL SKILLS

Maximum Marks: 50

Time: 2 Hours

Note: (i) Question Paper contains **SIX** Questions

(ii) All questions carry equal marks

(iii) Students are required to attempt **ANY THREE QUESTIONS**

Q: 1 Comment on Startup scenario in India, considering opportunities and challenges in your respective sectoral area of specialization.

Q: 2 Discuss various factors affecting entrepreneurial growth. Justify your answer by giving suitable examples from your respective sectoral area of specialization.

Q: 3 Write notes on

(a) Identification of entrepreneurial opportunities

(b) Conducting feasibility studies.

Q: 4 Assume that you are to start a new venture, prepare a business plan using hypothetical figures.

Q: 5 Taking examples from your respective sectoral area of specialization identify how entrepreneurial ventures are financed? Also draw a comparative analysis of various types of entrepreneurial funding.

Q: 6 Discuss various legal issues that an entrepreneur needs to take care.
