**(3 Hours)** **Total Marks: 80**

**Note:**

1. **Question No. 1 is compulsory**.
2. Attempt any **THREE** out of the remaining **FIVE** questions.
3. Assume suitable data if necessary.

**Q. 1.** Answer **any FOUR** of the following: **(20)**

(a) Elaborate any three types of Mergers.

(b) Write short note on Women Entrepreneurship Development with example.

(c) State any four unique characteristics of Entrepreneur.

(d) Who are Angel Investors? State any four features of Angel Investors.

(e) Write short note on PMEGP.

**Q. 2.** (a) What is Business Plan? State the importance of writing business plan for the Entrepreneur Group. **(10)**

(b) Differentiate between Sales Budget and Marketing Budget? **(10)**

**Q. 3.** (a) State any four primary activities that are essential for a firm to have a competitive advantage as given by Porter. **(10)**

(b) Explain in short about Industrial Investment Bank of India Ltd. (IIBI) **(10)**

**Q. 4.** (a) What are the issues faced by micro and small enterprises? Discuss on risk management. **(10)**

(b) Idea germination is the seeding stage of a new idea in the creative process. Explain the next four steps in the process. **(10)**

**Q. 5.** (a) What are the four types of Firm-level growth strategies? **(10)**

(b) Discuss role of Capital markets in Entrepreneural Development. **(10)**

**Q. 6.** **Attempt the following:-** **(20)**

(a) What is EDP Cell? What are its features?

(b) Explain any three characteristics of sole proprietorship.

(c) Write short notes on Market Survey and Analysis.

(d) What is the role of State Governments in terms of infrastructure developments and support systems?

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