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NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, GREATER NOIDA
(An Autonomous Institute Affiliated to AKTU, Lucknow)

M.Tech (Integrated)

SEM: VII - THEORY EXAMINATION (2025- 2026)

Subject: Foundation of Entrepreneurship

Time: 2 Hours

Max. Marks: 50

General Instructions:

IMP: Verify that you have received the question paper with the correct course, code, branch etc.

1. This Question paper comprises of **three Sections -A, B, & C**. It consists of Multiple Choice Questions (MCQ's) & Subjective type questions.

2. Maximum marks for each question are indicated on right -hand side of each question.

3. Illustrate your answers with neat sketches wherever necessary.

4. Assume suitable data if necessary.

5. Preferably, write the answers in sequential order.

6. No sheet should be left blank. Any written material after a blank sheet will not be evaluated/checked.

SECTION-A

15

1. Attempt all parts:-

- 1-a. The oldest form of business organization is _____. (CO1, K1) 1
- (a) Partnership
- (b) Sole proprietorship
- (c) Joint stock company
- (d) Co-operative undertaking
- 1-b. One of the following can be patented. (CO2, K1) 1
- (a) Machine
- (b) Process
- (c) Composition of matter
- (d) All of these.
- 1-c. The theory is associated with entrepreneurial motivation and the need for achievement. (CO3, K1) 1
- (a) Maslow's Hierarchy of Needs
- (b) Herzberg's Two-Factor Theory
- (c) McClelland's Achievement Motivation Theory
- (d) Vroom's Expectancy Theory
- 1-d. _____ shows the process of creating something new. (CO4, K1) 1
- (a) Innovation
- (b) Business model
- (c) Modeling
- (d) Creative flexibility

- 1-e. A Scheme for Promoting Innovation and Rural Entrepreneurship. (CO5, K1) 1
- (a) PMKVY
 - (b) PMMY
 - (c) PMEGP
 - (d) ASPIRE

2. Attempt all parts:-

- 2.a. Discuss the role of Entrepreneurship in the Economic Development. (CO1, K2) 2
- 2.b. Define the term licensing. (CO2, K2) 2
- 2.c. List two traits commonly associated with successful entrepreneurs. (CO3, K1) 2
- 2.d. Write a short note on Make in India. (CO4, K2) 2
- 2.e. Discuss the role of government in supporting SSIs. (CO5, K3) 2

SECTION-B 15

3. Attempt all parts:-

3.a. Answer any one of the following:-

- 3.a.(i) Identify and explain the various reasons for the huge growth of the service sector in India. (CO1, K4) 3

- 3.a.(ii) A new venture is proposed to be launched in the field of Retailing. Discuss the Elements of Business Planning for that. (CO1, K4) 3

3.b. Answer any one of the following:-

- 3.b.(i) Describe the Process for resolving a patent dispute outside the court. (CO2, K2) 3

- 3.b.(ii) Explain different challenges for filling patent and their validity with respect of India. (CO2, K2) 3

3.c. Answer any one of the following:-

- 3.c.(i) Describe the key components of an effective entrepreneurial development program and how they support the growth of entrepreneurs. (CO3, K2) 3

- 3.c.(ii) Evaluate the role of government policies and regulations in either promoting or hindering entrepreneurship within a specific industry. (CO3, K4) 3

3.d. Answer any one of the following:-

- 3.d.(i) Discuss the various methods of idea generation. (CO4, K2) 3

- 3.d.(ii) Elaborate on the key features and objectives of the Startup India initiative. (CO4, K2) 3

3.e. Answer any one of the following:-

- 3.e.(i) Explain the role of entrepreneurship in economic development of a country. (CO5, K4) 3

- 3.e.(ii) Enlist the functions of ICICI in promoting entrepreneurial development of our country. (CO5, K3) 3

SECTION-C 20

4. Answer any one of the following:-

- 4-a. Discuss the characteristics of Sole Proprietorship Firm with suitable examples. (CO1, K2) 4

- 4-b. Evaluate the merits and demerits of Partnership form of business. (CO1, K5) 4

5. Answer any one of the following:-
- 5-a. Explain the role of IPR in economic development of a country like India. (CO2, K4) 4
- 5-b. Explain Indian Patent Act, 1970 and its implications. (CO2, K2) 4
6. Answer any one of the following:-
- 6-a. Explain the key competencies and traits that are essential for a successful entrepreneur. (CO3, K2) 4
- 6-b. Write a detailed note on market plan, financial plan and operational plan to be undertaken by a business. (CO3,K2) 4
7. Answer any one of the following:-
- 7-a. Effective communication skills contribute to value creation in entrepreneurial venture. Comment. (CO4, K4) 4
- 7-b. Discuss the importance of conducting SWOT analysis. (CO4, K2) 4
8. Answer any one of the following:-
- 8-a. Share insights into the importance of creating a solid business plan when seeking financial assistance for a new venture. (CO5, K4) 4
- 8-b. Finance is important not only to start an enterprise but to run it as well. Discuss the statement and give the need for Institutional support. (CO5, K4) 4