18015

BRAINWARE UNIVERSITY

Term End Examination 2025-2026
Programme – MBA-2024
Course Name – Entrepreneurship & Corporate Social Responsibility
Course Code - MBA30118
(Semester III)

Full Marks : 60 **Time : 2:30 Hours**

[The figure in the margin indicates full marks. Candidates are required to give their answers in their own words as far as practicable.]

Group-A

(Multiple Choice Type Question) 1 x 15=15

1. *Choose the correct alternative from the following :*

(i) Identify which of the following is NOT considered a key determinant of entrepreneurship?

a) Access to capital b) Government regulation
c) Climate change d) Cultural values

(ii) Select-which of the following best describes a major socio-cultural factor influencing entrepreneurship?

a) Inflation rate b) Interest rate policies
c) Societal attitude toward risk-taking d) Taxation policies

(iii) Select- which of the following is the most appropriate strategy for a startup to mobilize accommodation resources in its early stage?

a) Buying a large commercial building b) Leasing a shared co-working space
c) . Building a custom office from scratch d) Opening multiple office branches immediately

(iv) Identify from options-creative entrepreneurs are most likely to:

a) Copy existing business models b) Avoid taking risks
c) Introduce innovative products or services d) Focus only on profits

(v) Label out-which mindset supports creative behavior in entrepreneurship?

a) Fixed mindset b) Risk-averse mindset
c) Passive and reactive mindset d) Growth and problem-solving mindset

(vi) Jjudge that- what challenge do startups often face when entering into contracts with large companies?

a) Too much bargaining power b) Overdependence on paper contracts
c) Excessive customization d) Imbalance in negotiation power and unfair terms

(vii) Select- which of the following best helps a startup avoid contract-related issues?

a) Verbal agreements b) Ignoring fine print

c) Regular contract reviews and compliance checks
d) Allowing any employee to sign contracts

(viii) Predict from options- social entrepreneurs are often characterized by their ability to:

a) Avoid risks and stick to proven business models
b) Innovate solutions to social problems
c) Follow government orders without question
d) Focus only on economic gain

(ix) Record from options- Empathy is important for social entrepreneurs because:

a) It helps them manipulate customers
b) It allows them to understand and relate to the communities they serve
c) It improves their product pricing strategy
d) It ensures they can avoid financial loss

(x) Judge- which of the following best describes the funding source of most NGOs?

a) Revenue from selling luxury goods
b) Taxes collected by governments
c) Donations, grants, and fundraising activities
d) Interest from bank loans

(xi) Select from options- what role do commercial banks play in financial inclusion for social entrepreneurs?

a) Only serve urban-based enterprises
b) Facilitate access to banking services for underserved communities
c) Promote digital marketing services
d) Focus only on large-scale industrial projects

(xii) Deduce- in addition to financing, how else can commercial banks assist social startups?

a) By offering brand endorsements
b) By providing mentoring, training, and business advisory services
c) By managing recruitment
d) By supplying raw materials

(xiii) Choose from options-why do companies often partner with NGOs for CSR activities?

a) NGOs provide legal support for business disputes
b) NGOs reduce the need for audits
c) NGOs have community trust and on-ground experience in social development
d) NGOs can invest CSR funds in the stock market

(xiv) Choose from options-which of the following is a challenge faced by local self-governance bodies in CSR implementation?

a) Lack of political authority
b) Excess CSR funding
c) Over-regulation by private firms
d) Limited administrative capacity and financial autonomy

(xv) Choose from options-in the CSR ecosystem, which of the following best describes the partnership model between corporates, NPOs, and local governance?

a) Competitive
b) Hierarchical
c) Collaborative
d) Isolated

Group-B

(Short Answer Type Questions) 3 x 5=15

2. Memorize- how does entrepreneurship help in economic development? (3)
3. Memorize- what are the key sources of funding for mobilising resources in a start-up? (3)
4. Discuss- what is Heuristics and Gutfeel- Business Plan? (3)
5. Chart out- who is an angel investor? (3)
6. Deduce- what is a term sheet in venture capital funding? (3)

OR

Deduce the factors evaluated by financial institutions during the appraisal of loan applications? (3)

Group-C

(Long Answer Type Questions) 5 x 6=30

7. Describe the role of entrepreneurship in economic development. (5)
8. Describe McClelland's Need Achievement (N-Ach) Theory relating to entrepreneurship and the behavior of entrepreneurs? (5)
9. Deduce the role of crowdfunding in financing social enterprises? (5)
10. Infer out, what are the major global milestones in the development of corporate governance? (5)
11. Decide,how is Corporate Social Responsibility (CSR) different from Corporate Sustainability? (5)
12. Explain, what are common strategies for scaling up a social enterprise? (5)

OR

Explain, what challenges do social enterprises face when scaling up? (5)

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