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BRAINWARE UNIVERSITY

Term End Examination 2025-2026
Programme – B.Sc.(Ag)-Hons-2022/B.Sc.(Ag)-Hons-2023
Course Name – Entrepreneurship Development and Business Communication
Course Code - CC-BAG576(T)/CC-BAG576 (T)
(Semester V)

Full Marks : 50 **Time : 2:0 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 20=20

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

(i) What does the term entrepreneurial mindset associate with?

a) A mindset focused on job stability and routine tasks
b) A mindset that avoids taking risks
c) A mindset characterized by a willingness to take risks and pursue opportunities
d) A mindset limited to financial considerations

(ii) Identify which of the following environmental factors can have a significant impact on an entrepreneur's access to resources and funding?

a) Technological advancements
b) Legal regulations
c) Cultural norms
d) Financial markets

(iii) Identify in which environmental factor do demographic trends, values, and social norms play a crucial role in shaping entrepreneurial opportunities?

a) Economic climate
b) Technological advancements
c) Cultural and social factors
d) Competitive landscape

(iv) Identify which term refers to the process of creating, delivering, and capturing value for customers in exchange for products or services?

a) Economics
b) Entrepreneurship
c) Business
d) Marketing

(v) Illustrate a common characteristic of a business entity.

a) Non-profit status
b) Lack of customers
c) Legal recognition
d) Informal operations

(vi) Classify which of the following best defines a sole proprietorship in the context of business?

a) A business owned and operated by multiple individuals
b) A business owned and operated by the government
c) A business owned and operated by a single individual
d) A business that is not engaged in profit generation

(vii) Illustrate what is the term for a business organization that is owned by its shareholders, who have limited liability for the company's debts?

a) Sole proprietorship
b) Partnership
c) Corporation
d) Cooperative

(viii) Illustrate the primary objective of analyzing a value chain in business.

a) To identify competitors in the industry
b) To assess the financial health of the company
c) To understand how a firm creates value for its customers
d) To determine the legal and regulatory framework of the industry

(ix) Identify which of the following activities is typically considered a primary activity in the value chain?

a) Human resource management
b) Procurement of raw materials
c) Research and development
d) General administration

(x) Choose which factor is driving the adoption of precision agriculture and advanced farming technologies in Indian agribusiness?

a) Declining interest among youth in agriculture
b) High labor costs
c) Government regulations discouraging modernization
d) Availability of affordable technology solutions

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(xi) Choose which of the following has been a transformative factor in enhancing market linkages and reducing post-harvest losses in Indian agribusiness?

a) Monsoon variability
b) Inadequate transportation infrastructure
c) Growth of e-commerce and online marketplaces
d) Limited access to credit facilities

(xii) Choose the role that climate change has played in transforming Indian agribusiness.

a) It has led to more predictable weather patterns, reducing risks for farmers.
b) It has introduced new challenges, such as changing rainfall patterns and temperature extremes.
c) It has increased crop yields and agricultural productivity.
d) It has made traditional farming practices more effective.

(xiii) Choose what is the primary goal of management in an organization?

a) Maximizing individual employee satisfaction
b) Achieving efficiency and effectiveness in pursuing organizational goals
c) Minimizing external competition
d) Reducing the number of employees

(xiv) Choose the definition of management.

a) The process of overseeing financial transactions
b) The implementation of automation and technology in the workplace
c) The practice of controlling all aspects of an organization's operations
d) The process of planning, organizing, leading, and controlling resources to achieve organizational goals

(xv) Choose why is effective management important in organizations?

a) It helps reduce the need for human resources.
b) It ensures that employees have complete autonomy.
c) It improves decision-making, resource utilization, and goal achievement.
d) It eliminates the need for organizational goals.

(xvi) Identify which management function involves determining what needs to be done, when, and by whom to achieve organizational objectives?

a) Planning
b) Organizing
c) Leading
d) Controlling

(xvii) In the context of management functions, demonstrate what does organizing involve?

a) Setting organizational goals and objectives
b) Directing and motivating employees
c) Coordinating resources and tasks
d) Monitoring performance and taking corrective actions

(xviii) Illustrate the role of a manager when it comes to leading in the management process?

a) Ensuring strict adherence to rules and procedures
b) Focusing solely on financial aspects
c) Motivating, influencing, and guiding employees
d) Preparing financial reports

(xix) Classify what is the purpose of the controlling function in management?

a) Setting organizational objectives
b) Planning future strategies
c) Ensuring that activities align with plans and goals
d) Creating an organizational structure

(xx) Illustrate the importance of effective management in today's dynamic business environment?

a) It eliminates the need for employee training and development.
b) It ensures that organizations never have to adapt to change.
c) It helps organizations adapt to changing conditions and remain competitive.
d) It reduces the need for effective communication within the organization.

Group-B

(Short Answer Type Questions) 2.5 x 10=25

2. What is Entrepreneurship? (2.5)
3. Compare between Entrepreneur and Manager : (2.5)
4. Demonstrate Importance of Entrepreneur in Economic Development. (2.5)
5. According to Clarence Danhof demonstrate the types of entrepreneur. (2.5)
6. Explain Bureaucratic Style of Leadership. (2.5)
7. Explain Motivation. (2.5)
8. Asses Technical Skill in terms of being an Entrepreneur. (2.5)
9. Discuss the Importance of creativity. (2.5)
10. Discuss what Identifying the problem mean in terms of problem solving. (2.5)
11. Discuss what Monitoring/Seeking feedback mean in terms of problem solving. (2.5)

OR

Compile the Types of Creativity. (2.5)

Group-C

(Long Answer Type Questions) 5 x 1=5

12. Discuss what is National Institute for Entrepreneurship and Small Business Development (NIESBUD) with objectives. (5)

OR

Discuss what is Entrepreneurship DevelopmentInstitute ofIndia (EDII) with objectives. (5)

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