43619

BRAINWARE UNIVERSITY

Term End Examination 2025-2026
Programme – M.Sc.(BT)-2024
Course Name – Bioentrepreneurship
Course Code - MBT40211
(Semester IV)

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) In the context of social entrepreneurship, the primary focus is on:
a) Maximizing shareholder returns exclusively
b) Addressing social problems while building sustainable business models
c) Avoiding all profit generation
d) Working only with government agencies

(ii) In biotechnology entrepreneurship, opportunity identification often emerges from:
a) Random business ideas without scientific basis
b) Government mandates exclusively
c) Scientific research breakthroughs and unmet medical or environmental needs
d) Copying competitors without innovation

(iii) The entrepreneurial mindset is characterized by:
a) Accepting current conditions without questioning
b) Perceiving challenges as opportunities and possessing initiative, adaptability, and learning capacity
c) Avoiding all risk and uncertainty
d) Copying successful business models exactly

(iv) What is the CRITICAL distinction between an interesting idea and a viable business opportunity?
a) There is no difference
b) An interesting idea addresses a market need, customers will pay, sustainable profits are possible, and the entrepreneur has necessary capabilities
c) All ideas are equally viable as business opportunities
d) Viable opportunities have no need for customer verification

(v) Which of the following best describes the primary purpose of company development in bioentrepreneurship?

a) Only securing funding from investors
b) Translating entrepreneurial vision into organizational reality with appropriate structures and systems
c) Minimizing employee involvement in decision-making
d) Avoiding regulatory compliance

(vi) The legal structure chosen for a biotech venture affects all of the following EXCEPT:
a) Liability protection for founders
b) Taxation of the organization
c) The weather patterns where the company operates
d) Fundraising capabilities and investor participation

(vii) Employment law compliance in biotech ventures is important because:
a) Employment laws are irrelevant
b) Companies should avoid hiring employees
c) Proper compliance prevents discrimination, ensures workplace safety, and maintains legal standing
d) Employment policies don't affect company success

(viii) Tax structure implications are important in bioentrepreneurship because they:
a) Don't affect venture economics
b) Influence net income available to owners and investors
c) Only matter for large companies
d) Are irrelevant to business decisions

(ix) Many biotech companies fail despite viable technology because they:
a) Have good business models
b) Run out of capital before reaching critical milestones
c) Have strong teams
d) Have validated customer interest

(x) Strategic survival in bioentrepreneurship primarily depends on:
a) Having the most advanced technology
b) Maintaining focus on core opportunity while remaining adaptable to feedback
c) Spending the most money
d) Avoiding all partnerships

(xi) Public communication challenges in bioentrepreneurship are substantial because:
a) Biotech doesn't require communication
b) The field combines technical complexity with regulatory oversight and public interest
c) Communication is irrelevant to biotech success
d) Biotech is easy to explain to all audiences

(xii) Biotech markets are often characterized as:
a) Large and undifferentiated
b) Relatively small and specialized around specific indications or applications
c) Non-existent
d) Unlimited in size

(xiii) Customers in biotech markets typically:
a) Make purchasing decisions based on marketing alone
b) Have high expertise and require compelling evidence supporting product value
c) Are easily convinced without evidence
d) Do not care about product quality

(xiv) The process of developing projects from idea to business plan is best described as:
a) Linear with no iteration required
b) Iterative, involving continuous refinement based on research and feedback
c) Completed entirely before market engagement
d) Unnecessary for successful ventures

(xv) The best bioentrepreneurship ideas typically address:
a) Problems of minimal consequence
b) Significant problems with inadequate existing solutions where customers desperately want solutions
c) Problems competitors are not addressing
d) Any identified market gap

Group-B

(Short Answer Type Questions) 3 x 5=15

2. Define entrepreneurship and explain how it contributes to economic and social development. (3)
3. Compare and contrast different legal entity structures for biotech ventures. (3)
4. Explain how team quality and cohesion influence company survival in biotech ventures. (3)
5. Describe the differences between patent protection and trade secret protection. (3)
6. Define cash burn rate and explain its importance. (3)

OR

Describe how risk-adjusted valuations incorporate probability of success. (3)

Group-C

(Long Answer Type Questions) 5 x 6=30

7. Explain the role of firm development instruments in executing bioentrepreneurship strategy. (5)
8. Analyse the personal advantages and disadvantages of bioentrepreneurship. (5)
9. Discuss how the intersection of science and business creates opportunities and challenges in bioentrepreneurship. (5)
10. Analyse the relationship between development stage and valuation methodology. (5)
11. Design a stakeholder-specific communication strategy for a bioscience venture. (5)
12. Discuss the relationship between proof of concept quality and investment success. (5)

OR

Evaluate coordination of IP, regulatory, and commercialization strategies. (5)

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