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**SARDAR PATEL UNIVERSITY**  
**B.B.A. (GENERAL) SEM VI EXAMINATION**  
**Saturday, 2 April, 2016**  
**10.30 a.m. to 12.30 p.m.**  
**ENTREPRENEURSHIP DEVELOPMENT**  
**SUBJECT CODE: UM06CBBA05**

**Note:** (1) Figures to the right indicate full marks to the question concerned.  
(2) Answers should be precise and to the point.  
(3) Total marks: 60.

**Q.1** Clarify the concept of Entrepreneur and explain the various qualities of a successful Entrepreneur with suitable illustrations. (15)

**OR**

**Q.1 (A)** Explain the role of Entrepreneurs in Indian Economic Development. (08)

**(B)** Discuss the types of Entrepreneurs. (07)

**Q.2** Define Entrepreneurial Motivation. Explain at length the various internal and external factors affecting Entrepreneurial Motivation. (15)

**OR**

**Q.2 (A)** Discuss Maslow's Need Hierarchy Theory in reference to Entrepreneurial Motivation. (08)

**(B)** Write a note on: Achievement Motivation (07)

**Q.3** What is meant by EDP ? Explain the need and phases of EDP. (15)

**OR**

**Q.3** Write notes on: (15)

1. Centre for Entrepreneurship Development (CFD)
2. Entrepreneurship Development Institute of India (EDII)

**Q.4** Explain the role of the following funding agencies: (15)

1. Gujarat State Finance Corporation (GSFC)
2. Industrial Development Bank of India (IDBI)

**OR**

**Q.4 (A)** Define Project and explain the types of Projects. (08)

**(B)** Write a note on: (Any One) (07)

1. Project Feasibility Analysis
  2. Preliminary Screening
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