

UNIT 1 – A Part – Anna University Questions

1. What is meant by Entrepreneurial personality?
2. Define the term Entrepreneur
3. Define the term Entrepreneurship
4. What are the qualities of entrepreneur?
5. What is Entrepreneurship?
6. Define entrepreneurial personality
7. Differentiate between creativity, innovation and entrepreneurship
8. List out the skills required to become entrepreneur
9. Describe the paradox of entrepreneurship
10. Who is called as a Entrepreneur?

UNIT 2 – A Part – Anna University Questions

1. List the factors influencing international business
2. Mention the significance of state government industrial policies
3. What is meant by Industrial Policy resolution?
4. What is meant by Drone entrepreneur?
5. What is Entrepreneurship Development Program?
6. List out the State Government incentives for entrepreneurs
7. What is business environment
8. List support organization services for entrepreneurship development
9. Why is international business so important to an entrepreneur?

UNIT 3 – A Part – Anna University Questions

1. What is pre-feasibility study?
2. Define Feasibility Study
3. Define Capital Budgeting
4. What are the main objectives of pre-feasibility studies?
5. Define Market Research
6. Why pre-feasibility study of a business is necessary?
7. What is capital?
8. List out various criteria for selection of product
9. How do you classify the projects?

UNIT 4 – A Part – Anna University Questions

1. Write short notes on venture capital?
2. How do channel selection influences launching of small business?
3. What is Growth Strategy?
4. What is Inventory Management?
5. What is product launching?
6. What is operations planning?
7. Define Venture Capital
8. What are the main characteristics of venture capital investments?
9. How would you spread about a job opening in your firm?

UNIT 5 – A Part – Anna University Questions

1. Why is rehabilitation of business units become important?
2. What is a sick unit?
3. What is meant by industrial sickness?
4. Define small scale industry
5. Define small business
6. List out the criteria to identify the sickness
7. List the reasons for sickness in small business
8. Write the merits of small business
9. List of causes of industrial sickness
10. What is the role of Board for Industrial Financial Reconstruction?

UNIT 1 – B Part – Anna University Questions

1. Write an essay on the concept of Entrepreneurship.
2. Explain the characteristics of successful Entrepreneur. Also explain about the knowledge and skills required to be an Entrepreneur.
3. Discuss the essential characteristics features of an successful entrepreneur.
4. Explain the functions performed by an entrepreneur.
5. Explain the different personality types of entrepreneurs with suitable examples from Indian automobile industry.
6. Briefly discuss the different factors that are affecting entrepreneurial growth in our country. Explain with suitable examples.
7. Explain how one can make a career by entrepreneurship.
8. Define an entrepreneur. Are all business owners entrepreneurs?
9. State the various types of entrepreneurs. Discuss the characteristics of successful entrepreneur.

UNIT 2 – B Part – Anna University Questions

1. Discuss the internal and external factors influencing business environment with suitable illustrations.
2. Describe elaborately about Entrepreneurship development training and the role of family and society in the Entrepreneurship development.
3. Discuss the Industrial policy announced by state government in order to promote entrepreneurship.
4. Discuss the functions of entrepreneurship training institute.
5. Describe the list of activities and preparations required to launch the training program with suitable examples.
6. Explain the role of government in supporting entrepreneurship among the citizens of the country.
7. Discuss the business environment in Tamilnadu (8 Marks) Explain the opportunities for an Indian entrepreneur in international business (5 Marks).
8. Describe Government of India Industry Policy and Regulations.
9. Discuss how technological change creates entrepreneurial opportunities. What are some current changes ongoing and what opportunities do they create?
10. Critically evaluate the role of support institutions to promote entrepreneurs.
11. Describe entrepreneurship development and training.

UNIT 3 – B Part – Anna University Questions

1. Examine the steps involved in business plan preparation and explain each stage.
2. Explain about feasibility report preparation and evaluation criteria.
3. Discuss the steps to be followed in order to identify a product.
4. Discuss the steps involved in the preparation of feasibility study.
5. Define Business Plan. Briefly explain the different contents of the well drafted business plan with suitable examples.
6. Describe the contents of the feasibility analysis of an effective entrepreneur.
7. Explain sources of product for business (6 Marks) Discuss project profile preparation (7 Marks).
8. Describe feasibility report preparation and evaluation criteria.
9. Why is it necessary to update the business plan? What specific factors can enhance the need to update the business plan?
10. What is a project? How are individual projects evaluated to select the one to be implemented?

UNIT 4 – B Part – Anna University Questions

1. Mention in detail about finance and human resource mobilization process in small business.
2. Evaluate the process of market and channel selection, growth strategies and product launching in small business.
3. Elucidate the procedure to be followed to launch a new product.
4. Discuss the growth and development of venture capital in India.
5. Define Training. Briefly explain the objectives and characteristics of successful training program with suitable examples.
6. Define Diversification Strategy. Briefly explain the four types of diversification strategies with suitable examples.
7. Explain market and channel selection in relation to a small business (7 Marks). Discuss incubation (6 Marks)
8. Describe growth strategies for small business (7 Marks). Explain product launching (6 Marks)
9. Discuss the main type of organizations that extend debt finance to new entrepreneurs in India
10. What are the characteristics of entrepreneurial marketing? How will you decide on your channel strategy?

UNIT 5 – B Part – Anna University Questions

1. What is meant by sick unit? Explain the importance and significance of preventing sick unit
 2. Critically analyse the various methods available for effective management of small business.
 3. Elucidate the procedure to be followed in order to prevent sickness in small scale industry.
 4. Describe the practices needed for the effective management of small business.
 5. Briefly explain the different ways of doing an evaluation of small start-up business.
 6. Define Industrial Sickness. Explain the different stages of Industrial Sickness with suitable examples.
 7. Discuss about preventing sickness and rehabilitation of business units.
 8. Explain effective management of small business.
 9. What is small business? What contributions do small businesses make to our economy?
 10. How would you go about monitoring and evaluation of business?
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Case Study Type Questions

1. Shella has a degree in robotics and she loves to design products. She started her career in robotics which uses high end technology in all her products. Her job profile included travelling a lot also. Whenever she travelled she noticed that disabled people have difficulty in maneuvering their wheelchair from one place to another because in some places ramp is not provided and there is no way they can walk up the stairs. She came up with an idea of a wheelchair which can be used on stairs easily. She decided to quit her job and start her own company. She realized that her idea was the first stage in the process of innovation.
 - a. Identify the concept and explain the steps in its process.
 - b. Draft a suitable pre-feasibility study analysis report.
 2. Suppose you want to start a DTP centre in your locality. How do you assess the market feasibility of this business? Elaborate.
 3. Discuss the opportunities and threats in mobilization of finance and human resources for IT startups in India.
 4. Explain the sickness and rehabilitation measures in relation to Indian textile industry.
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