

Code: 13A03802

B.Tech IV Year II Semester (R13) Advanced Supplementary Examinations July 2018

**ENTREPRENEURSHIP**  
(Mechanical Engineering)

Time: 3 hours

Max. Marks: 70

**PART – A**  
(Compulsory Question)

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- 1 Answer the following: (10 X 02 = 20 Marks)
- (a) Compare entrepreneur Vs intrapreneur.
  - (b) Mention the qualities of a successful entrepreneur.
  - (c) "Entrepreneurs requires intra-preneurial skills for running the business successfully" - Justify.
  - (d) List the factors influencing international business.
  - (e) "Financial controls are mandatory in new venture" - Justify.
  - (f) Mention the advantages of record keeping.
  - (g) State any four issues related to public.
  - (h) List the importance of rights issues.
  - (i) Mention the factors involved in selection of production techniques.
  - (j) Define product pricing.

**PART – B**  
(Answer all five units, 5 X 10 = 50 Marks)**UNIT – I**

- 2 Explain the classification & types of entrepreneurs with examples.
- OR**
- 3 Discuss entrepreneurship functions and also explain the problems faced by them.

**UNIT – II**

- 4 Explain the steps involved in business plan preparation and discuss each stage.
- OR**
- 5 Discuss the factors influencing business environment with suitable illustrations.

**UNIT – III**

- 6 "E - Commerce plays vital role globally" - Justify with example.
- OR**
- 7 Discuss about the sources of capital for new venture with example.

**UNIT – IV**

- 8 Explain the features and evaluation of joint ventures with suitable example.
- OR**
- 9 Discuss about the issues related to selection of layout.

**UNIT – V**

- 10 Explain the global aspect of entrepreneurship with case study.
- OR**
- 11 Discuss market research and channel of distribution for a product of your choice.

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