

**M.E.S's VASANT JOSHI COLLEGE OF ARTS AND COMMERCE
ZUARINAGAR-GOA**

**B.A/B.COM (NEP) I SEMESTER END ASSESSMENT
(REGULAR/REPEAT), OCTOBER/NOVEMBER 2024
ECONOMICS (SEC)**

ECO 142: Introduction to Entrepreneurship

Instruction

1. All questions are compulsory
2. Answer question 1 in around 25 words.
3. Answer Question 2 to Question 5 in about 50 words
4. The figures to the right indicate marks

Time: 1 Hours

Marks: 20

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Q.1: Define the following terms **[4 x 1 = 4 Marks]**

- a) Entrepreneurship
- b) Skill Gap Analysis
- c) Sole Proprietorship
- d) CSR

Q.2 A) State the role of communication in business. **(2 Marks)**

OR

Q.2 B) List any two merits of innovation for entrepreneurs. **(2 Marks)**

Q.2 X) What is non-verbal communication? **(2 Marks)**

Q.3 A) State the role of communication in business. **(2 Marks)**

OR

Q.3 B) List any two characteristics of successful entrepreneurs. **(2 Marks)**

Q.3 X) Explain the power of effective communication. **(2 Marks)**

Q.4 A) State the purpose of a business plan. **(2 Marks)**

OR

Q.4 B) Explain the concept and advantages of a sole proprietorship. **(2 Marks)**

Q.4 X) Outline the components of a business plan. **(2 Marks)**

Q.5 A) Discuss the format of a business plan. **(2 Marks)**

OR

Q.5 B) Discuss the steps to conduct a business survey. **(2 Marks)**

Q.5 X) Describe the preparation of a business plan. **(2 Marks)**

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Q 1) Define the following terms (4 x 1 = 4 Marks)

- a) Sole Proprietorship
- b) Active Listening
- c) Non-Verbal Communication
- d) Corporate Philanthropy

Q 2 A) List two characteristics of a successful entrepreneur. (2 Marks)

OR

Q 2 A) Explain any two importance of skill gap analysis. (2 Marks)

Q 2 B) What is the power of effective communication? (2 Marks)

Q 3 A) State any two dimensions of CSR. (2 Marks)

OR

Q 3 A) List any two characteristics of a partnership. (2 Marks)

Q 3 B) Explain the need for social responsibility. (2 Marks)

Q 4 A) State the purpose of a business plan. (2 Marks)

OR

Q 4 A) Explain the concept and advantages of a corporation. (2 Marks)

Q 4 B) Outline the forms of social responsibility. (2 Marks)

Q 5 A) Illustrate the format of a project report. (2 Marks)

OR

Q 5 A) Discuss the collection of primary and secondary data. (2 Marks)

Q 5 B) Describe how to prepare presentations. (2 Marks)
