

**GOVERNMENT COLLEGE OF ENGINEERING, JALGAON**

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Name of Examination : **Winter 2020** - (Preview)Course Code & Course Name : **SH401 - Entrepreneurship and Business Planning**Generated At : **19-04-2022 11:02:14**Maximum Marks : **30**Duration : **2 Hrs**[Edit](#) [Print](#) [View Answer Key](#) [Close](#) **Answer Key Submission Type:** Marking scheme with model answers and solutions of numerical

Instructions:

1. All questions are compulsory.
2. Illustrate your answer with suitable figures/sketches wherever necessary.
3. Assume suitable additional data; if required.
4. Use of logarithmic table, drawing instruments and non programmable calculators is allowed.
5. Figures to the right indicate full marks.

1) Solve the following sub-questions

- a) What do you mean by Project. [2]
- b) Define the Term Entrepreneur. [2]

2) Solve any two sub-questions

- a) What do you mean by Strategic Management. [4]
- b) Explain the Role of small scale industries. [4]
- c) What is Customer Relationship Management. [4]

3) Solve any two sub-questions

- a) Explain the Barriers to Entrepreneurship. [4]
- b) Describe the importance of Family Business in India. [4]
- c) Discuss Importance of Working Capital. [4]

4) Solve the following sub-questions

- a) Describe the Steps for Generating New Business Opportunities. [5]
- b) Write a note on Startup India. [5]

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