

B.Sc. (Ag.) Honours Semester-VI Examination, 2018

**Course No: AEX-321 (Entrepreneurship Development and
Communication Skills)**

Signature of Centre Superintendent

Roll No. : (in figure) _____ (in words) _____

Student Index No. _____ Regn. No. _____ of _____

Time : 2 Hours

Full marks : 40

Questions are of value as indicated in the margin

**Part - I
(Objective and Short Answer Type)
(Use only ball point pen)**

Time : 20 minutes

Full marks : 10

- Note:** 1. Answer in question paper itself.
2. Striking, rewriting or overwriting are not allowed in the objective type questions.

1. 1×10=10
- (i) The word 'entrepreneur' has been taken from
(a) Greek word (b) French word (c) German word (d) Latin word
 - (ii) Entrepreneurs are kind of risk taker
(a) Moderate risk taker (b) High risk taker (c) No risk taker (d) Gambler
 - (iii) the first to introduce the term "entrepreneur"
(a) Robert L. Patrick (b) Robert Chamber (c) Henry ford (d) Richard Cantillon
 - (iv) The term 'entrepreneurship' comes from the word
(a) entreprendre (b) entrepreneur (c) enterprise (d) none
 - (v) Which of the following factor has negative relationship with the rate of entrepreneurship development
(a) capital (b) political turmoil (c) market (d) none of the above
 - (vi) The entrepreneurs who are ready to adopt successful innovations inaugurated by innovating entrepreneur are known as
(a) Drone entrepreneur (b) Imitative entrepreneur (c) Innovative entrepreneur (d) Functional entrepreneur
 - (vii) Entrepreneurs who are characterised by a refusal to adopt new opportunities to make changes in their production system even at the cost of severely reduced returns are known as
(a) Drone entrepreneur (b) Imitative entrepreneur (c) Innovative entrepreneur (d) Functional entrepreneur
 - (viii) Entrepreneurs have high degree of
(a) Motivation for achievement (b) Motivation for power (c) Motivation for affiliation (d) Motivation for money
 - (ix) Entrepreneur who prefers to set up their business individually is known as
(a) Imitative entrepreneur (b) Innovative entrepreneur (c) Solo entrepreneur (d) Functional entrepreneur
 - (x) EDP stands for
(a) Enterprise, Deal, Price (b) Entrepreneurship Development Programme (c) Enterprise Development Project (d) None of the above

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**Part - II
(Descriptive Type)**

Time : 100 minutes

Full marks : 30

Questions are of value as indicated in the margin

Answer *any three* questions

2. What is entrepreneurial motivation? Explain entrepreneurship development in the light of motivational theories. 2+8=10
 3. Elucidate the process of entrepreneurship development in respect of agricultural innovations. 10
 4. What do you mean by microfinance and venture capital? Write down characteristic features and examples of each. 4+6=10
 5. Compare between verbal and non-verbal communication. Point out the traits of abstract and controversial GD. 2+8=10
 6. Write notes on *any four* questions: 2.5×4=10
 - (a) Contract farming
 - (b) Public speaking
 - (c) SWOT analysis
 - (d) Public Private Partnership
 - (e) Reading skill
 - (f) Micro, small and medium enterprise classification
 - (g) Importance of Entrepreneurship in Indian economy
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