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II Semester M.Com. Degree Examination September/October - 2024**COMMERCE****Venture Creation and Development****(CBCS Scheme)****Paper : 2.5****Time : 3 Hours****Maximum Marks :70****SECTION - A****Answer any Seven questions out of ten. Each question carries Two marks.****(7×2=14)**

1. a) What is Intrapreneurship?
- b) List out the Characteristics of a serial Entrepreneur.
- c) List out the contents of EDP.
- d) What is DIC?
- e) State the financing stages of a start-up business.
- f) What are the sources of finance?
- g) Differentiate between copyright patent and trademark.
- h) What are the types of start ups?
- i) State the advantages of a franchises.
- j) State the steps in the marketing Research process.

SECTION - B**Answer any Four questions out of Six. Each question carries Five marks. (4×5=20)**

2. Discuss the various factors influencing the mobility of entrepreneur.
3. Briefly explain various Challenges in Indian market for ventures and franchisees with suitable example.
4. Explain the various techniques of valuations used by venture capitalists.

[P.T.O.]



5. "Entrepreneurship as a Career"- Comment.
6. Explain the role of entrepreneurship in economic development.
7. Explain the legal considerations and requirements for forming a private limited company in India.

SECTION - C

Answer any TWO questions out of Four. Each question carries Twelve Marks.

(2×12=24)

8. Discuss the awareness, assessment and development of entrepreneurial competencies.
9. Is there any entrepreneurial initiatives in India? Mention the opportunities and challenges for start ups in India.
10. State the various stages of financing a venture and the sources of finance available to entrepreneurs.
11. Explain the role does infrastructure development play in the growth of new businesses and franchises in India.

SECTION - D

Answer the following question.

(1×12=12)

12. Childhood friends Atri and Arjun, returned to their hometown after completing studies. They decided to stay and work in their hometown so approached the owners of MansukhLal and Sons, a famous local garments store that had been founded by the current owners' father 40 years ago. The business is listed for sale, Atri and Arjun are interested in buying this established business that enjoys huge customer base and goodwill.
 - a) What factors should the brothers consider before they enter into negotiations to buy this business?
 - b) What are the advantages/disadvantages of buying a running business over starting a new venture?
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