

**2018**

(Aug-Sept)

**COMMERCE**

Paper : 104

**(Entrepreneurship Development)**

Full Marks : 80

Time : Three hours

**The figures in the margin indicate full marks for the questions.**

1. (a) Distinguish between Entrepreneur and Entrepreneurship. Write the definitions of entrepreneurship.

8+8=16

**Or**

- (b) Elucidate the factors which motivate entrepreneurship.

16

2. (a) What is meant by 'entrepreneurial' competencies? Explain *four* soft skill competencies of an entrepreneur.

4+12=16

**Or**

- (b) Explain the theory of invisible cost.

16

3. (a) Elucidate the role of NABARD in financing small firms.

16

**Or**

- (b) Elucidate the functions of marketing.

16

4. (a) Describe in details the various phases of EDP. Elaborate the problems faced by EDP.

10+6=16

**Or**

- (b) Illustrate the needs and objectives of EDP.

8+8=16

(a) Describe the entrepreneurial scope and opportunities in NER for 'service sector enterprise'. 16

**Or**

(b) Write the prospects of entrepreneurship development in NER with brief profile of NER. 10+6=16

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