



DELHI INSTITUTE OF ADVANCED STUDIES

Plot No. 6, Sector-25, Rohini, Delhi-110085

(Approved by AICTE and Affiliated with GGSIP University for B.Com (H), BBA, MBA & MBA (FM) Programmes)

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MOCK MCQ TEST

**SUBJECT:
ENTREPRENEURSHIP
DEVELOPMENT**

PAPER CODE: BCOM 303



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BCOM(H) V Semester

MCQ – ED

BCOM 303

1. Which of the following shows the process of creating something new:
 - A. Business model
 - B. Modeling
 - C. Creative flexibility
 - D. Innovation

2. A corporate manager who starts a new initiative for their company which entails setting up a new distinct business unit and board of directors can be regarded as:
 - A. Ecopreneur
 - B. Technopreneur
 - C. Intrapreneur
 - D. Social Entrepreneur

3. An individual who initiates, creates and manages a new business can be called _____.
 - A. A leader
 - B. A manager
 - C. A professional
 - D. An entrepreneur

4. Which one of the following is not considered as one of the building blocks of the model entrepreneur?
 - A. Technical skills.
 - B. Management competencies.
 - C. Business awareness.
 - D. Personal attributes.

5. An entrepreneur who owns more than one business at a time is called _____.
 - A. An intrapreneur
 - B. A corporate entrepreneur.
 - C. A portfolio entrepreneur.
 - D. None of the above.

6. Family business always interested to handover the change of his business to:
 - A. Indian Administration Officers
 - B. Professional Managers



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- C. Next generation
 - D. None of the above
7. Why are small businesses important to a country's economy?
- A. They give an outlet for entrepreneurs.
 - B. They can provide specialist support to larger companies.
 - C. They can be innovators of new products.
 - D. All the above.
8. Innovative entrepreneurs face special issues in raising:
- A. Development capital
 - B. Structured capital
 - C. Human capital
 - D. Seed capital
9. Schumpeter considered that innovative entrepreneurs would:
- A. Thrive
 - B. Disappear
 - C. Be absorbed within large innovative firms
 - D. Be absorbed within non-innovative firms
10. Innovative entrepreneurs may have to pay high insurance premiums due to the:
- A. The need to protect patents
 - B. Greater employee liability
 - C. Greater customer liability
 - D. Greater trading risks
11. An advantage of the small firm in the innovation process?
- A. Ability to carry out R&D
 - B. Ability to raise finance
 - C. Ability of the entrepreneur to carry out multiple tasks
 - D. Ability of the entrepreneur to act on new ideas or product development
12. Innovative small firms are more likely in:
- A. Knowledge-based sectors
 - B. Biotechnology
 - C. Automobile manufacture
 - D. Aerospace manufacture



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13. Innovation can best be defined as_____.
- A. the generation of new ideas.
 - B. the evolution of new ideas.
 - C. the opposite of creativity.
 - D. the successful exploitation of new ideas.
14. Which of these statements best describes the context for entrepreneurship?
- A. Entrepreneurship takes place in small businesses.
 - B. Entrepreneurship takes place in large businesses.
 - C. Entrepreneurship takes place in a wide variety of contexts.
 - D. Entrepreneurship does not take place in social enterprises.
15. Entrepreneurs are motivated by _____.
- A. money.
 - B. personal values.
 - C. pull influences.
 - D. All the above.
16. Fabian Entrepreneurs are characterized by:
- A. Hardworking
 - B. Religious and traditional
 - C. Shy and Lazy
 - D. Ready to take risk
17. Why should an entrepreneur do a feasibility study for starting a new venture?
- A. To see if there are possible barriers to success
 - B. To identify possible sources of funds
 - C. To estimate the expected sales
 - D. To explore potential customers
18. _____ is a favorable set of circumstances that creates a need for a new product, service, or business.
- A. A niche
 - B. A venture
 - C. A trend
 - D. An opportunity



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19. Each of the following are ways to identify an opportunity EXCEPT:
- A. observing trends.
 - B. solving a problem.
 - C. trying out alternative uses of existing products.
 - D. finding gaps in the marketplace.
20. Which environmental force pertains most to a trend such as the continual increase in the use of cell phones?
- A. economic forces
 - B. social forces
 - C. technological advances
 - D. political and regulatory changes
21. Entrepreneurs can recognize problems and find ways to solve them through each of the following EXCEPT:
- A. recognizing problems in emerging trends.
 - B. identifying a currently available product or service and then building a business around a better version.
 - C. framing a problem differently than it's been thought of before, and then proposing an appropriate solution.
 - D. experiencing a problem in one's own life, and then realizing the solution represents a business opportunity.
22. All of the following are characteristics shared by those who excel at recognizing opportunities EXCEPT:
- A. brainstorming.
 - B. prior experience.
 - C. entrepreneurial alertness.
 - D. social contacts and ties with others.
23. _____ is the process of generating a novel or useful idea.
- A. Serendipity
 - B. Intuition
 - C. Opportunism
 - D. Creativity



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24. What is the first stage of the creativity process?
- A. incubation
 - B. preparation
 - C. insight
 - D. evaluation
25. Which technique for generating ideas depends on freewheeling, the carefree expression of ideas free of rules or restraints?
- A. focus groups
 - B. benchmarking
 - C. brainstorming
 - D. projection
26. Focus groups usually work best as a _____.
- A. follow up to brainstorming
 - B. way to increase creativity
 - C. substitute for brainstorming
 - D. way to survey large numbers of people
27. An underutilized source of information for generating business ideas is _____.
- A. the consulting firm
 - B. the library
 - C. the focus group
 - D. brainstorming
28. The most effective businesses emerge from a process that includes each of the following EXCEPT:
- A. recognizing a business idea.
 - B. testing the feasibility of the idea.
 - C. writing a business plan.
 - D. securing angel investment.
29. Which of the following is an example of primary research?
- A. census data
 - B. industry studies
 - C. administering surveys
 - D. analyst forecasts



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30. _____ is an assessment of the overall appeal of the product or service being proposed.
- A. Concept testing
 - B. Product/service feasibility analysis
 - C. Test marketing
 - D. Usability testing
31. All of the following are normally included in the concept test EXCEPT:
- A. detailed financial statements.
 - B. a description of the product or service.
 - C. the intended target market.
 - D. the benefits of the product or service.
32. Which of the following might be termed a disadvantage faced by the small business?
- A. Greater flexibility
 - B. Greater ability to serve specialized markets
 - C. Extreme personal commitment of the owner
 - D. More personal service
33. The financial assistance to small business provided by the Small Business Administration takes the form of:
- A. direct loans
 - B. guidance in locating lenders
 - C. loan guarantees
 - D. assistance in filling out paperwork
34. Key features of a well written business plan would include all of the following except:
- A. financial plan
 - B. qualifications of the owner
 - C. an analysis of the market
 - D. a review of the advertising firms analyzed
35. EDPs course contents contain _____.
- A. General introduction to entrepreneurs.
 - B. Motivation training.
 - C. Managerial skills.
 - D. All the above



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36. MSME is defined under which act?
- A. MSMED Act 2006
 - B. MSMED Act 2001
 - C. MSMED Act 1999
 - D. MSMED Act 2004
37. MSMEs are important for the Nation's Economy because they significantly contribute to
- A. Industrial Production
 - B. Exports
 - C. Employment
 - D. All of the above
38. Investment Limit of a Micro Enterprise under manufacturing sector does not exceed _____ lakhs.
- A. 10
 - B. 20
 - C. 25
 - D. 50
39. The manufacturing enterprises are defined in terms of investment in _____.
- A. Furniture
 - B. Stock
 - C. Plant & machinery
 - D. None of these
40. Which of the following is not considered while selecting the region?
- A. Law and order
 - B. Price of land
 - C. Availability of raw materials
 - D. Proximity to the product market
41. Which one of the following is the step involved in setting up a new enterprises?
- A. Creating a business plan
 - B. Making a product choice
 - C. Selecting the location
 - D. Setting up infrastructure



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42. Which of the following is the key factor for choosing the type of financing?
- A. Availability of funds
 - B. Assets of the venture
 - C. Prevailing interest rates
 - D. All of the given options
43. Following is not involved in EDP
- A. Identification of entrepreneurs for training
 - B. Selection of entrepreneurs for training
 - C. Developing entrepreneurial capabilities
 - D. Arranging infrastructural facilities
44. The distinction between an "entrepreneur" and "small business owner" , if made, revolves around:
- A. really nothing; they are truly one and the same
 - B. the Small Business Administration definitions
 - C. whether the business is an Internet based one or not
 - D. the risk taking or re-invention of a business vs. someone who "simply" starts a business or buys an existing one
45. Which of the following is not a main element of the project management process?
- A. Estimation.
 - B. Schedule.
 - C. Monitor.
 - D. Systems design.
46. SBA stands for:
- A. Small business accountants
 - B. Small business administration
 - C. Small business adequacy
 - D. Small business advisors
47. EDPs course contents contains _____.
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48. EDII was developed by the
- A. Government of India
 - B. State Government
 - C. All India Financial Institutions
 - D. Public sector banks
49. NIESBUD was established in
- A. 1980
 - B. 1983
 - C. 1986
 - D. 1989
50. _____ is the first development bank of the country.
- A. ICICI.
 - B. IDBI.
 - C. SFC.
 - D. IFCI
51. State Industrial corporations engage in the development of _____.
- A. industrial estates.
 - B. institutional estates.
 - C. individual investors.
 - D. agricultural entrepreneurs.
52. SIDBI was set up as a subsidiary of _____.
- A. IDBI.
 - B. IFCI.
 - C. ICICI.
 - D. SFC
53. Which of the following is a function of SIDBI?
- A. Extension of seed capital.
 - B. Discounting of bills.
 - C. Providing factoring services.
 - D. All of the above



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54. A provisional SSI registration certificate is valid for a period of _____.
- A. four Years.
 - B. three Years.
 - C. two Years.
 - D. one year.
55. DGTD stands for _____.
- A. Directorate General of Technical Development.
 - B. District General of Technical Development.
 - C. District General of Taxation Deduction.
 - D. Directorate General of Taxation Deduction
56. National Alliance of Young Entrepreneurs (NAYE) Sponsored an Entrepreneurial Development scheme with Bank of India in _____.
- A. January 1920.
 - B. August 1920.
 - C. January 1972.
 - D. August 1972.
57. The application for registration of a small scale unit should be submitted to the _____ .
- A. General manager, DIC.
 - B. Director, DIC.
 - C. General manager. NSIC.
 - D. Director, NSIC.
58. District Industries Centres are located _____.
- A. in each district.
 - B. in each state.
 - C. only in selected districts.
 - D. only in selected states
59. The purpose of soft loan scheme is to encourage units to undertake _____.
- A. modernization of plant and machinery.
 - B. replacement of plant and machinery.
 - C. renovation of plant and machinery.
 - D. all the above



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60. Seed capital assistance _____.

- A. a long-term assistance.
- B. initial assistance
- C. a help for the purchase of seeds.
- D. a short-term assistance.

Answer Key

1	D	11	D	21	B	31	A	41	D	51	A
2	C	12	A	22	A	32	B	42	D	52	A
3	D	13	A	23	C	33	D	43	D	53	D
4	C	14	C	24	B	34	B	44	B	54	D
5	C	15	D	25	C	35	D	45	D	55	A
6	C	16	C	26	A	36	A	46	B	56	D
7	D	17	A	27	B	37	D	47	D	57	A
8	D	18	D	28	D	38	C	48	C	58	A
9	C	19	C	29	C	39	C	49	B	59	D
10	A	20	B	30	A	40	B	50	D	60	B