

INDIRA UNIVERSITY, PUNE

SCHOOL OF BUSINESS- MBA

Term End Examination (2025 Pattern) December – 2025 - Semester – I

Subject Name: Entrepreneurship Development
Subject Code: 25MBA114

Max. Marks: 25
Time: 1:30 hrs

Instructions

- All Questions are compulsory

CO #	Cognitive Ability	Course Outcome
CO1	Remember	Remember fundamentals of Start-ups
CO2	Understand	Understand difference between entrepreneurship and employment and competencies required for being an entrepreneur
CO3	Apply	Identify critical concepts of entrepreneurship.
CO4	Analyse	Analyze business ideas for its business potential.
CO5	Evaluate	Evaluate Business Aspects of a viable business Idea & the Market.
CO6	Create	Develop Business Plan on the validated business Idea.

Q1.	<p>Attempt all the questions: (5 Marks)</p> <p>a. Define entrepreneurship and explain its importance in economic development (2 Marks)</p> <p style="text-align: center;">OR</p> <p>a. List and describe the key differences between an entrepreneurial career and a job career.</p> <p>b. Explain the role and significance of entrepreneurship in fostering economic and social development (3 Marks)</p> <p style="text-align: center;">OR</p> <p>b. Discuss the various approaches and frameworks used for structuring a business plan.</p>	<p>CO1</p> <p>CO2</p>
Q2.	<p>Solve any 1 Questions: (5 Marks)</p> <p>a. Apply real-world examples to examine the role of an entrepreneur in economic development by selecting one successful and one unsuccessful Indian entrepreneur. Identify the factors that influenced their outcomes and what can be learned from their experiences.</p>	CO3

	OR	
	<p>b. Identify an everyday problem faced by students or people in your locality. Develop an innovative idea to solve it and analyze how you can build this into a profitable business idea by examining target customers, revenue possibilities, and competitive advantage.</p>	
Q3.	<p>Solve any 1 Questions: (5 Marks)</p> <p>a. Analyse the role of environment in a startup success. How does the environment influence business growth?</p> <p style="text-align: center;">OR</p> <p>b. Mr. Ramnath Kashyap, one of the co-founders of an IT company, transformed a small software venture into a global leader in the IT sector. His leadership and strategic decisions, such as forming the joint venture in the Europe and implementing strong corporate governance, played a critical role in companies' success. Through a combination of a strong business plan, market differentiation, scalability, and a committed leadership team, the company rapidly grew in the competitive software market. Additionally, the company's low employee turnover rate, proactive HR practices, and adherence to global standards further fueled its expansion. Mr. Ramnath Kashyap's approach to creating world-class leadership within the company also contributed significantly to his companies progress.</p> <p>Analyze the key factors that contributed to the success of IT company under Mr. Ramnath Kashyap's leadership. Discuss how these factors align with the essential components of a viable business idea.</p>	CO4
Q4	<p>Solve any 1 Questions: (5 Marks)</p> <p>a. Explain the role of an entrepreneur in a start-up environment. Contrast an entrepreneurial career with a traditional job career.</p> <p style="text-align: center;">OR</p> <p>b. Differentiate between an idea and a business idea. Discuss the process and techniques for validating a business idea.</p>	CO5

Q5	<p>Solve any 1 Questions: (5 Marks)</p> <p>a. Develop a business plan for a start-up idea of your choice by designing its market strategy, scalability model, and financial plan. Based on your plan, justify how it can become a sustainable business venture</p> <p style="text-align: center;">OR</p> <p>b. Construct a detailed business plan for a validated start-up idea, covering all essential components such as product/service description, target market, marketing strategy, and revenue model.</p>	CO6
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