

CMAT 2022: Innovation and Entrepreneurship

1. Which of the following shows the process of creating something new:
 - a) Business model
 - b) Modelling
 - c) Creative flexibility
 - d) Innovation
2. The entrepreneur was distinguished from capital provider in:
 - a) Middle ages
 - b) 17th century
 - c) 18th century
 - d) 19th and 20th century
3. 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
4. Family business always interested to handover the change of his business to:
 - a) Indian Administration Officers
 - b) Professional Managers
 - c) Next generation
 - d) None of the above
5. EDP (Entrepreneurship Development Programmes) is required to help:
 - a) Existing entrepreneurs
 - b) First generation entrepreneurs
 - c) Future generation entrepreneurs
 - d) None of the above
6. A Micro Enterprise is an enterprise where investment in plant and machinery does not exceed (According to MSMED Act, 2006):
 - a) Rs. 25 Lakh
 - b) Rs. 20 Lakh
 - c) Rs. 15 Lakh
 - d) Rs. 30 Lakh
7. Why should an entrepreneur do a feasibility study for starting a new venture:
 - a) To identify possible sources of funds
 - b) To see if there are possible barriers to success
 - c) To estimate the expected sales
 - d) To explore potential customers
8. Which one of the following is the next stage to the Concept Stage of Product Planning and Development Process:
 - a) Idea Stage
 - b) Product Planning Stage
 - c) Product Development Stage
 - d) Test Marketing Stage
9. What is the process by which individuals pursue opportunities without regard to resources they currently control:

- a) Startup management
 - b) Entrepreneurship
 - c) Financial analysis
 - d) Feasibility planning
10. 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
11. Which could provide an individual with the motivation to start a new business venture?
- a) The financial rewards.
 - b) A desire to be independent.
 - c) Risk taking
 - d) All the above.
12. 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.
13. _____ is the first development bank of the country.
- a) ICICI.
 - b) IDBI.
 - c) SFC.
 - d) IFCI.
14. IFCI stands for_____.
- a) Industrial finance corporation of India.
 - b) Institutional finance corporation of India.
 - c) Industrial funding corporation of India.
 - d) Indian finance corporation and institution.
15. Large investment is made in fixed assets, the project will be termed as _____.
- a) Capital Intensive.
 - b) Labour Intensive.
 - c) Product Intensive.
 - d) Market Intensive.
16. New Small Scale industries are exempted from the payment of income tax under section 80J is called _____.
- a) Development Rebate
 - b) Investment Allowance
 - c) Rehabilitation Allowance
 - d) Tax Holiday
17. An individual who initiates, creates and manages a new business can be called _____.
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19. As a business grows, time management continues to be an issue, but the entrepreneur's major concern usually becomes:
- a) Setting goals
 - b) Finding, retaining, and motivating qualified employees
 - c) Measuring performance.
 - d) All of the above.
20. 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.
21. Idea of new product is tested in potential consumers to determine consumer acceptance at _____ stage.
- a) Concept.
 - b) Product development.
 - c) Test marketing.
 - d) Commercialization.
22. Which one of the following describes unemployment?
- a) The number of people who voluntarily choose not to work.
 - b) The number of people who are jobless and are actively seeking work.
 - c) The number of people who are not actively seeking work.
 - d) The number of people actively seeking work who find work.
23. 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.
24. 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
25. Seed capital assistance is _____.
- a) A long-term assistance.
 - b) Initial assistance
 - c) A help for the purchase of seeds.
 - d) A short-term assistance.
26. _____ is primarily concerned with the identification of the project demand potential and the selection of the optimal technology.
- a) Techno-economic analysis
 - b) Feasibility analysis
 - c) Input analysis

- d) Financial analysis
27. Promoter is a person who _____.
a) Takes part in the incorporation of a company.
b) Is a director.
c) Is a relative of the managing director.
d) Works to publicity to the company.
28. Which of the following is not an aspect of appraisal of term loans by commercial banks?
a) Financial
b) Technical feasibility.
c) c) Economic feasibility.
d) Societal feasibility.
29. 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.
30. A decision which is non-repetitive and novel nature and required to solve unstructured problem is called as _____.
a) Programmed decisions.
b) Non -programmed decisions.
c) Routine decisions.
d) Strategic decisions.
31. _____ is primarily concerned with the identification, qualification and evaluation of the project resources.
a) Techno-economic analysis.
b) Feasibility analysis.
c) Input analysis.
d) Financial analysis.
32. Industries producing complete articles for direct consumption & also processing industries are called as _____.
a) Manufacturing industries.
b) Feeder Industries.
c) Service Industries.
d) Mining or Quarrying.
33. _____ implies the availability or otherwise of plant and machinery and technical know how to produce the product.
a) Economic viability.
b) Financial feasibility.
c) Technical feasibility.
d) Managerial competence
34. Decisions taken by an entrepreneur on behalf of his enterprise are known as _____.
a) Organizational decisions.
b) Personal decisions.
c) Routine decisions.
d) Strategic decisions

35. Decisions which are concerned with policy matters and exercise fundamental influence on the objectives of the organization are called as _____.
a) Organizational decisions.
b) Personal decisions.
c) Routine decisions
d) Strategic decisions.
36. _____ may be defined as the excess of present value of project cash inflows over that of out flows.
a) Net present value technique.
b) Average rate of return.
c) Benefit-Cost ratio.
d) Internal rate of return
37. _____ is the analysis of costs and benefits of a proposed project with the goal of assuming a rational allocation of limited funds.
a) Project formulation.
b) Project evaluation.
c) Project appraisal.
d) Project Design.
38. _____ is a graphical representation of the various activity and event relating to a project.
a) Network
b) Scheduling technique.
c) Logical Model.
d) Network Diagram
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41. Large investment is made in fixed assets; the project will be termed as _____.
a) Capital Intensive
b) Labour Intensive.
c) Product Intensive.
d) Market Intensive.
42. _____ can be defined as a specifically evolved work plan densed to achieve a specific objective within a specific period of time.
a) Idea generation.
b) Opportunity Scanning.
c) Project.
d) Strategy.

43. EDPs course contents contain _____.
a) General introduction to entrepreneurs.
b) Motivation training.
c) Managerial skills.
d) All the above
44. A commercial banker would prefer a _____ debt-equity ratio over the years as it indicates financial strength of a unit.
a) Declining.
b) Increasing.
c) Stable.
d) Fluctuating.
45. Goods or services reach the market place through _____.
a) Marketing channels.
b) Multilevel pyramids.
c) Monopolies.
d) Multiplication.
46. Someone legally appointed to resolve the financial difficulties of an insolvent firm is called _____.
a) An administrator.
b) A predator.
c) An auditor.
d) A turnaround consultant
47. Why should an entrepreneur do a feasibility study for starting a new venture?
a) To identify possible sources of funds
b) To see if there are possible barriers to success
c) To estimate the expected sales
d) To explore potential customers
48. To provide financial assistance to entrepreneurs the government has set up a number of _____.
a) Financial advisors.
b) Financial intermediaries.
c) Industrial estates.
d) Financial institutions.
49. LOB stands for _____.
a) Line of Business.
b) Line of Balance
c) Loss of Business.
d) Loss of Balance
50. District Industries Centers are located _____.
a) In each district.
b) In each state.
c) Only in selected districts.
d) Only in selected states.
51. Which of the following is not an inventory?
a) Machines
b) Raw material
c) Finished products
d) Consumable tools

52. The time period between placing an order its receipt in stock is known as:
- Lead time
 - Carrying time
 - Shortage time
 - Over time
53. The accounts payable, accruals and notes payables are listed on balance sheet as
- Accrued liabilities
 - Current liabilities
 - Accumulated liabilities
 - Non-current liabilities
54. The cash and equivalents, inventories and accounts receivables are classified as
- Assets on balance sheet
 - Liabilities on balance sheet
 - Earnings on income statement
 - Payments on income statement
55. In the situation of bankruptcy, the stock which is recorded above common stock and below debt account is:
- debt liabilities
 - preferred stock
 - hybrid stock
 - common liabilities
56. According to accounting equation assets are equal to?
- Liabilities
 - Liabilities and equities
 - Equities
 - None of these
57. The results of business activities are reflected in
- profit and loss account
 - profit and loss appropriation account
 - balance sheet
 - none of these
58. Balance sheet is a statement which discloses an organization's
- assets
 - liabilities
 - owner's equity
 - all of these
59. Current liabilities need to be paid
- within one accounting cycle
 - beyond one accounting cycle
 - within 3 years
 - within 6 months
60. Which of the following is a financial asset?
- Inventories
 - Equipment
 - Loan to an associate
 - Accounts receivable

61. The cash flow statement consists of which of the following sections?
- a) Operating and non-operating
 - b) current and non-current
 - c) operating, investing and financing
 - d) trading and financial
62. When does an accountant record a transaction?
- a) If it is materialized by a concrete document
 - b) if it has a tax implication
 - c) on Manager's demand
 - d) None of these
63. Which of the following describes a record of the transactions?
- a) General ledger
 - b) Income statement
 - c) Balance sheet
 - d) Journal
64. Earnings are the result of the difference between
- a) revenue and assets
 - b) revenue and liabilities
 - c) liabilities and expenses
 - d) revenue and expenses
65. Which of the following equations represents the balance sheet?
- a) $\text{Assets} + \text{Liabilities} = \text{Shareholders' equity}$
 - b) $\text{Assets} = \text{Liabilities} = \text{shareholders' equity}$
 - c) $\text{Assets} = \text{Liabilities} - \text{Shareholders' equity}$
 - d) $\text{Assets} = \text{Liabilities} + \text{Shareholders' equity}$
66. Financially, shareholders are rewarded by
- a) interest
 - b) profits
 - c) dividends
 - d) none of these
67. Process control is carried out:
- a) Before production
 - b) During production
 - c) After production control
 - d) All of the above
68. Low cost, higher volume items requires:
- a) No inspection
 - b) Little inspection
 - c) Intensive inspection
 - d) 100% inspection
69. High cost, low volume items requires:
- a) No inspection
 - b) Little inspection
 - c) Intensive inspection
 - d) 100% inspection
70. A six sigma process has defect level below _____ defects per million opportunities.

- a) 3.4
- b) 4.5
- c) 5.6
- d) 6.7

71. The objective of ISO-9000 family of Quality management is:

- a) Customer satisfaction
- b) Employee satisfaction
- c) Skill enhancement
- d) Environmental issues

72. The following is (are) the machine down time.

- a) Waste
- b) No material
- c) Breakdown
- d) All of the above

73. _____ helps organization reduce employee turnover and absenteeism.

- a) Job design
- b) Training & development
- c) Wage revision
- d) All of the above

74. Inspection assures that:

- 1. The process is in control
- a) Workers are motivated
- b) Product meets specification
- c) Quality problems are solved
- d) Supplier quality is acceptable

75. Procurement cycle time is time consumed for

- a) Receiving of raw material
- b) Inspection of various raw materials
- c) Inspection of purchased components parts
- d) All of the above

76. Centralized and decentralized are the types of:

- a) Routing
- b) Dispatching
- c) Scheduling
- d) Follow up

77. A _____ is a set of activities which are networked in an order and aimed towards achieving the goals of a project.

- a) Project
- b) Process
- c) Project management
- d) Project cycle

78. Resources refers to

- a) Manpower
- b) Machinery
- c) Materials
- d) All of the above

79. Developing a technology is an example of
- Process
 - Project
 - Scope
 - All of the above
80. The project life cycle consists of
- Understanding the scope of the project
 - Objectives of the project
 - Formulation and planning various activities
 - All of the above
81. Following is(are) the responsibility(ies) of the project manager.
- Budgeting and cost control
 - Allocating resources
 - Tracking project expenditure
 - All of the above
82. Following are the phases of Project Management Life Cycle. Arrange them in correct order
- Design,
 - Marketing,
 - Analysis and evaluation,
 - Inspection, testing and delivery
- 3-2-1-4
 - 1-2-3-4
 - 2-3-1-4
 - 4-3-2-1
83. Design phase consist of
- Input received
 - Output received
 - Both (A) and (B)
 - None of the above
84. Project performance consists of
- Time
 - Cost
 - Quality
 - All of the above
85. Five dimensions that must be managed on a project
- Constraint, Quality, Cost, Schedule, Staff
 - Features, Quality, Cost, Schedule, Staff
 - Features, priority, Cost, Schedule, Staff
 - Features, Quality, Cost, Schedule, customer
86. Resource requirement in project becomes constant while the project is in its _____ progress stage.
- 40 to 55%
 - 55 to 70%
 - 70 to 80%
 - 80 to 95%

87. One of the initial project documents, issued by senior management, which outlines the authority of the project manager, is called Project charter. As a seller, what other document can be used in this place:
- Work breakdown structure
 - Project scope
 - Contract
 - Internal memo
88. 12 During the planning development process, at times it is necessary to make certain assumptions to enhance the project plan, when the data is not available. In regard to making those assumptions, which one of the following is most true for project planning purposes?
- The assumptions will be considered as true, real, or certain.
 - By making the assumption, it tends to reduce the project risk.
 - Project assumptions are based upon historical data used for the project.
 - Senior management predefines the budget constraints.
89. A project planning methodology is any structured approach used to guide the project team during development of the project plan. What is an example of this methodology?
- Standard forms or templates.
 - Upper management involvement
 - Functional work authorizations
 - Stakeholders skills
90. The engineer of the project in the planning phase and makes a significant contribution to the technical scope. This is an example of what type of skill and knowledge?
- Inherent
 - Stakeholder
 - Technical evaluation
 - Convergent thinking
91. In a program or project plan, there are always revisions to account for new or missing data. Which one of the following provides the best reason for performing a revision of the plan?
- A supplier has changed the way their product is delivered to your supplier
 - Project tasks are crashed to meet their end dates
 - Human resources will remain constant through out the project
 - Historical data on a similar project suggests that risk events are not included in the current plan.
92. The project closing process is essential to overall project planning. What is considered one of the most important steps in closing the project?
- Insuring that plans are produced to implement the project by phases.
 - Issuing work orders so that financial data can be collected.
 - Transition the lease of equipment to the owner
 - Satisfying the contractual obligations
93. Each project phase is marked by completion of one or more:
- Tasks.
 - Milestones
 - Deliverables
 - Life cycles
94. The Scope Statement should contain which of the following?
- Project schedule
 - Project budget constraints
 - Summary of project tasks , deliverables and resources required

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- d) Project objectives
95. The Scope Management Plan is included in which of the following documents.
- a) Project Plan
 - b) The Work Breakdown Structure
 - c) The Scope Statement
 - d) Project Specifications
96. Milestones established by the customer must be adhered to by:
- a) Project manager
 - b) Functional managers
 - c) The customer
 - d) Both a and b
97. The decision to request an increase the resources for a project is the responsibility of the:
- a) Functional manager
 - b) Project manager
 - c) Director of project management
 - d) Customer
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99. In which of the following project phases is the project schedule developed?
- a) Conceptual
 - b) Planning
 - c) Implementation
 - d) Design
100. To crash a schedule you should:
- a) Increase the time allowed on those tasks that have float.
 - b) Try to increase expenditures of time only those tasks that are behind schedule.
 - c) Replace those worker that are not performing up to par with the busy.
 - d) Increase work efforts on those tasks that are on the critical path.
101. Which of the following is NOT one of the primary needs for good project scheduling?
- a) Cutting costs and reducing time
 - b) Decreasing the time required for decision making
 - c) Eliminating idle time
 - d) Developing better trouble shooting procedures.
102. The time necessary to complete a project is referred to as:
- a) Implementation time
 - b) Life cycle
 - c) Operations cycle
 - d) Production cycle
103. The successful project managers spend most of their time:
- a) Planning with their personnel
 - b) Planning with the top management
 - c) Communication with the project team
 - d) Studying project results

104. A prerequisite of effective time management is:
- a) Knowing the dictated project completion date
 - b) Having the most advanced software package for project planning, scheduling and control
 - c) Having a good project WBS which identifies the major project deliverables and tasks, and the person responsible for each of them
 - d) Having a well staffed scheduling department
105. Which type of project cost estimate is the most accurate?
- a) Preliminary
 - b) Definitive
 - c) Order of magnitude
 - d) Conceptual
106. Cost budgeting can be best described by which of the following?
- a) The process of developing the future trends along with the assessment of probabilities, uncertainties, and inflation that could occur during the project
 - b) The process of assembling and predicting costs of a project over its life cycle
 - c) The process of establishing budgets, standards, and a monitoring system by which the investment cost of the project can be measured and managed
 - d) The process of gathering, accumulating, analyzing, reporting, and managing the costs on an on-going basis
107. Which of the following is a direct project cost?
- a) Lighting and heating for the corporate office
 - b) Workers Compensation insurance
 - c) Piping for an irrigation project
 - d) A and B
108. Life Cycle Costing is a term that is:
- a) used when making decisions between alternatives
 - b) employed principally by the government
 - c) typically used in the construction industry
 - d) not used within the government
 - e) A and B
109. Measured quality of a manufactured product is :
- a) Always constant
 - b) Continually decreasing
 - c) Subject to a certain amount of variation
 - d) Continually increasing
110. Which of the following is the most efficient means of product quality inspection?
- a) Acceptance sampling
 - b) 100% inspection
 - c) Variable sampling
 - d) a and c
111. The primary components of the quality management function are :
- a) quality planning
 - b) quality control and assurance
 - c) quantitative measurement
 - d) quantitative assessment of the project
 - e) a and b

112. Which of the following has the greatest effect on product's reliability and maintenance characteristic?
- a) conceptualization
 - b) product design
 - c) fabrication
 - d) a and b
113. Which of the following is a type of intangible business property that is protected by law:
- a) Acreage
 - b) Inventory
 - c) Trademark
 - d) Equipment
114. Limited liability, indefinite length of life, ease of expansion, legal entity, and transfer of ownership are considered advantages of a
- a) sole proprietorship.
 - b) partnership.
 - c) trade union.
 - d) corporation.
115. Which of the following is one way that freedom in a private enterprise system is limited by laws:
- a) Certain occupations must be licensed.
 - b) All workers must take ability tests.
 - c) Specific pay scales are regulated.
 - d) Employees must register with the state.
116. Non-corporations are taxed as pass-through entities, meaning that
- a) profits and losses are claimed on owners' personal tax returns.
 - b) they do not have to pay payroll taxes.
 - c) their income tax rates are lower than those of corporations.
 - d) they pay only state and local taxes.
117. Which of the following activities is an example of preparing before attempting to sell an idea:
- a) Explaining solutions to audience needs
 - b) Determining the details of your idea
 - c) Overcoming objections from the audience
 - d) Affirming the audience's decision to "buy"
118. Which of the following statements is true about business startup requirements:
- a) New business owners usually need to register for patent protection.
 - b) The financial needs to start a new business depend on the nature of the venture.
 - c) Purchasing a franchise is usually easy and inexpensive for startup business owners.
 - d) Equipment is the least expensive requirement for a startup business.
119. If an entrepreneur obtains a commercial bank loan to finance a new venture, s/he is often required to
- a) provide collateral.
 - b) close savings accounts.
 - c) relinquish contracts.
 - d) charge the prime-interest rate.
120. The type of capital resources that a startup business needs to begin operating usually depends on the
- a) vendors' lead time.

- b) location.
 - c) owner's preferences.
 - d) industry.
121. Small-business owners develop and use operating procedures so that everyday tasks are performed in a(n) _____ way.
- a) innovative
 - b) imprecise
 - c) diverse
 - d) standard
122. Which of the following is an example of an intangible asset:
- a) Equipment
 - b) Inventory
 - c) Office building
 - d) Accounts receivable
123. Ethan is developing common-size financial statements so that he can compare financial performance across several different companies. Ethan is conducting _____ analysis.
- a) horizontal
 - b) vertical
 - c) ratio
 - d) trend
124. What is the relationship between shareholders and the board of directors?
- a) The shareholders pay dividends to the board of directors.
 - b) The board of directors represents the shareholders.
 - c) The shareholders make decisions for the board of directors.
 - d) The board of directors holds the shareholders accountable.
125. Who typically reviews and approves the guidelines for running a corporation, which are also known as corporate governance policies?
- a) The investors
 - b) The shareholders
 - c) The management team
 - d) The board of directors
126. A manufacturing company is required by the local government to dispose of its waste in an environmentally safe way. This is an example of how process design can be affected by _____ factors.
- a) human
 - b) regulatory
 - c) technological
 - d) natural
127. Which of the following is a situation in which a business could use the budget information to make operating changes:
- a) Total revenues exceed projected costs.
 - b) Estimated sales exceed actual sales.
 - c) Expected profits are increasing.
 - d) Accounts receivable are on target.
128. How long from the date of inception will an entity be called as 'startup' in India?
- a) Up to 5 years
 - b) Up to 7 years

- c) Up to 10 years
 - d) Up to 12 years
129. Which of the following outcomes will be delivered by successful entrepreneurs?
- a) Product-market expansion and/or segmentation
 - b) Digital reinvention of basic products and/or services
 - c) Fundamental transformation of industries
 - d) Any or all of the above
130. For success of an entrepreneurial business, which of the following is required?
- a) Vision
 - b) Strategy
 - c) Execution
 - d) All of the above
131. Which of the following is an entrepreneurial brand of recent times in India?
- a) Thyrocare
 - b) Whirlpool
 - c) ITC
 - d) ABB
132. What could turn out to be risks of an entrepreneurial venture?
- a) Product failure
 - b) Business failure
 - c) Concept failure
 - d) Any or all of the above
133. An entrepreneur who enters the market with a product or service which is based on new technology is called:
- a) Innovative entrepreneur
 - b) Replicative entrepreneur
 - c) Opportunity entrepreneur
 - d) Necessity entrepreneur
134. A working model of the start-up product is confirmed as meeting the specifications typically in the:
- a) Ideation stage
 - b) Prototyping stage
 - c) Testing stage
 - d) Marketing phase
135. Significant value destruction by entrepreneurial ventures, including bankruptcies, happened in the following industry in India:
- a) Automobile industry
 - b) Corporate hospital industry
 - c) Banking industry
 - d) Airlines industry
136. The planned pathway to convert a vision into reality is called:
- a) Strategy
 - b) Stage-gating
 - c) Tactics
 - d) Financing
137. To achieve customer acceptance, the entrepreneur must:

- a) Identify the problem faced in the marketplace and find a creative solution
 - b) Identify the problem faced in financing for the project and raise finance
 - c) Identify ideas that qualify for government support and implement them
 - d) Identify good talent and build an organisation
138. For start-up success, the following must be a core competence:
- a) Innovation and Creativity
 - b) Managing Government relations
 - c) Managing public relations
 - d) Managing banks
139. What is the stage that immediately follows ideation in an entrepreneurial journey?
- a) Prototyping
 - b) Testing
 - c) Validation
 - d) Commercialisation
140. Choose the comprehensive answer for this question: Digital reinvention of customer service processes is exemplified by:
- a) Amazon
 - b) Swiggy
 - c) Shadi.com
 - d) All of the above
141. Bitcoin is an example of:
- a) Coin minting technology
 - b) Blockchain technology
 - c) Replacing currency notes by coins
 - d) None of the above
142. An infrastructure that helps entrepreneurs in their early stage of the start-up life cycle with plug and play facilities and other common services is called:
- a) Incubator
 - b) Accelerator
 - c) Angel investment platform
 - d) Venture capital platform
143. Which of the following frameworks is associated with start-up entrepreneurship, especially in the phase of solution architecture, to a greater degree?
- a) Product
 - b) Manufacturing process
 - c) Government
 - d) Design thinking
144. Which of the following best describes 'bootcamp' as a way of encouraging start-ups?
- a) A camp organized by the banks for financing start-ups
 - b) A buyer-seller camp
 - c) A camp outing for the stressed entrepreneurial team
 - d) A short, intense, and tough programme for start-up entrepreneurs
145. The value chain of a start-up firm tends to get built in reality based on:
- a) Aspirations that the firm would like to have
 - b) Competencies that the firm builds
 - c) Emotions that bind the founders
 - d) The perceptions of investors

146. Some of the new digital start-up ideas are being driven by:
- Sensitivity
 - Sensibility
 - Selectivity
 - Sensors
147. In the electric battery prototyping, which of the following technology factors could exert the greatest influence?
- Materials
 - Automobile shape
 - Machining
 - Assembly
148. A prototype ecosystem is the microcosm of the industrial ecosystem comprehensively because:
- A prototype requires the full value chain activities
 - A prototype requires design and manufacturing facilities
 - A prototype requires vendors and suppliers
 - All of the above
149. Before embarking on an entrepreneurial journey, one must be introspective about:
- Others' entrepreneurial successes role models
 - One's own entrepreneurial passion and capability
 - Others' professional successes
 - None of the above
150. Exhibit Batch is a term commonly used in the product approval processes in:
- Whitegoods industry
 - Automobile industry
 - Pharmaceutical industry
 - None of the above
151. Name a "psychic benefit" commonly felt by successful entrepreneurs:
- A belief that they are differentiated and distinctive
 - The physical evidence of revenues
 - The physical evidence of market share
 - None of the above
152. Which of the following is probably true in respect of entrepreneurs?
- Entrepreneurs could be characterized by either extraversion or introversion
 - Entrepreneurs need not necessarily be formally educated or highly skilled
 - Neither a nor b is true
 - Both a and b are true
 - No, the answer is incorrect.
153. If an entrepreneur has an internal locus of control, this means that he/she:
- Has a high need for achievement?
 - Escapes in an unstructured situation.
 - Believes that success or failure depends on his/her team actions.
 - Believes fate is a powerful force.
154. The process of gathering information about trends is called:
- Need for achievement
 - Tendency

- (c) Neuroticism
(d) Scanning the environment.
155. Product quality is only one of the possible bases upon which to build a business using what strategy?
(a) Focus
(b) Differentiation
(c) Low-cost
(d) All of the above
156. Many entrepreneurs choose to start businesses by themselves because:
(a) The want of uncontested control
(b) Coordination is less complicated
(c) Profits will go only to the founder.
(d) All of the above.
157. Which of the following techniques is an excellent method for initially screening ideas and concepts in addition to generating new ideas?
(a) Understanding environment
(b) Encourage team work
(c) Not flexible
(d) Persistent
158. Which of the followings is true regarding the start-ups?
(a) Technology centric
(b) Scalable
(c) Replicable
(d) all of the above
159. According to David McClelland achievement motivation, which of the following is true for entrepreneur?
(a) High need for achievement
(b) Low need of achievement
(c) High need for power
(d) High need of affiliation
160. Which of the following shows the process of creating something new?
(a) Business model
(b) Modelling
(c) Creative flexibility
(d) Innovation
161. Which of the following is not related to Opportunity Identification?
(a) Brainstorming
(b) Pain storming
(c) Causation
(d) Opportunity walks
162. A business plan should include:
(a) Technical Analysis
(b) Market Analysis
(c) Financial Analysis
(d) All of the above
163. Which of the following is not a personal characteristic often found in entrepreneurs?

- (a) Self-Confident
 - (b) Independent-minded
 - (c) Perceptive
 - (d) Follower
164. Which of the following is a level of learning?
- (a) Cognitive
 - (b) Emotional
 - (c) Behaviour
 - (d) All of the above
165. Disruptive Innovation generally targets which of the segment:
- (a) High Income
 - (b) Low Income
 - (c) Both A and B
 - (d) None of the above
166. Which of the followings is not a financial ratio?
- (a) Activity Ratio
 - (b) Divergent ratio
 - (c) Solvency Ratio
 - (d) Liquidity Ratio
167. "Dividing the market into niche" is referred to as:
- (a) Targeting
 - (b) Segmentation
 - (c) Positioning
 - (d) Niche analysis
168. "The more you understand your competitors, the more effectively you can"
- (a) Segment your customers
 - (b) Target your customer
 - (c) Position your enterprise
 - (d) Plan your sales strategy
169. Which of the following customer groups can be targeted using discount cards, pass out free coffee coupons at events, and offer entertainment on weekends.
- (a) Tourists
 - (b) Local residents
 - (c) Students
 - (d) Local businesses
170. Having more than one customer segment:
- (a) can never be beneficial as this make an entrepreneur lose focus
 - (b) can never be beneficial as it brings in undesired complexity
 - (c) can be beneficial as it helps maintain consistent business throughout the year
 - (d) can be beneficial as it helps reduce costs.
171. The central construct in entrepreneurship is _____
- (a) Performance
 - (b) Opportunity
 - (c) Structure
 - (d) Outcomes
172. Stress can be coped up by doing
- (a) Yoga

- (b) Meditation
- (c) Exercise
- (d) All of the above

173. Double Diamond Model helps is:

- (a) New Venture Ideation
- (b) Collaboration
- (c) Networking
- (d) Internationalisation

174. Educate, Stimulate and Incubate can be used in:

- (a) Helping Student Start-ups
- (b) Helping Existing Family Firms
- (c) Helping only Women led Enterprises
- (d) None of the Above

175. Hands on learning can be best taught through:

- (a) Case Study Analysis
- (b) Entrepreneurial Audit
- (c) Entrepreneur Profiling
- (d) All of the above

176. Industry-Academia-Government linkages in an academic campus helps in:

- (a) Propagating new business ideas
- (b) Sourcing business problems to work
- (c) Getting governments' perspectives of business issues
- (d) All of the above

177. The task of strategy choice involves:

- (a) Developing plans and activities which will improve the organisation's performance and competitive position
- (b) Determining how the organisation can be more market and efficiency oriented
- (c) Monitoring whether the organisation is achieving good financial performance
- (d) Keeping the organisation free of debt

178. Which one of them is a type of innovation?

- (a) Abruption
- (b) Disruption
- (c) Interruption
- (d) Solvation

179. Creativity primary involves

- (a) Ideas
- (b) Arts
- (c) Risks
- (d) Craft Work

180. Which one of them is a test to assess creativity among students?

- (a) EC Test
- (b) Big 5 Personality Test
- (c) Torrance test
- (d) OPQ

181. One of the major aspects of innovation is

- (a) Production

- (b) Finance
 - (c) Marketing
 - (d) Human Resources
182. Age is considered to be
- (a) Directly proportional to creativity
 - (b) Inversely proportional to creativity
 - (c) Directly proportional to innovation
 - (d) Inversely proportional to innovation
183. Which is not one of the chief characteristics of an entrepreneur?
- (a) personal initiative
 - (b) ability to consolidate resources
 - (c) desire for control of people
 - (d) risk taking
184. Most entrepreneurs should be categorized as
- (a) inventors
 - (b) innovators
 - (c) lucky
 - (d) wealthy
185. With persistent problem solving, entrepreneurs
- (a) Must daydream all day
 - (b) Can't multi-task
 - (c) Think anything is possible
 - (d) Are always delegating
186. One factor not found in high achievers is
- (a) Responsibility
 - (b) Failure to listen to feedback
 - (c) Moderate risk taking
 - (d) Learn from Mistake
187. When entrepreneurs believe that their accomplishments and setbacks are within their own control and influence, they are exhibiting
- (a) Persistent problem-solving
 - (b) Internal locus of control
 - (c) External locus of control
 - (d) Opportunity orientation
188. In starting or buying a new business, the higher the rewards, the
- (a) risk is then minimized
 - (b) greater the risk
 - (c) greater the size of a business
 - (d) smaller the enjoyment
189. Which of the following may be the greatest risk to the well-being of the entrepreneur?
- (a) Social risk
 - (b) Financial risk
 - (c) Psychic risk
 - (d) Family risk
190. Stress can be dealt with by:
- (a) Networking

- (b) Delegating
 - (c) Both a and b
 - (d) Working harder
191. Which of the following is not a way to combat stress?
- (a) Acknowledging its existence
 - (b) Ignoring coping mechanisms
 - (c) Probing personal unacknowledged needs
 - (d) Taking a few days off
192. Maximum number of Partners in case of Banking Business Partnership Firm
- (a) 15
 - (b) 10
 - (c) 5
 - (d) 20
193. Minimum number of members for formation of Public Limited Company is
- (a) 7
 - (b) 5
 - (c) 3
 - (d) 2
194. Limited Liability Partnership Firm's turnover should not exceed Rs..... Lacs for being exempted from Audit
- (a) 25
 - (b) 100
 - (c) 40
 - (d) 20
195. Which of the following is not a Legal Business Structure in India?
- (a) Limited Liability Partnership
 - (b) Private Limited Company
 - (c) Public Limited Company
 - (d) Limited Liability Company
196. Which one of the following factors has the least influence on plant capacity?
- (a) Input constraints
 - (b) Investment cost
 - (c) Organisational condition
 - (d) Market conditions
197. Which of the following is not a relevant in judging the appropriateness of technology?
- (a) Whether the technology utilizes local raw materials?
 - (b) Whether the technology utilizes local manpower?
 - (c) Whether the technology comes from the orient [manufacturers]?
 - (d) Whether the technology protects ecological balance?
198. The choice of technology is generally not influenced by the
- (a) Ease of operation
 - (b) Ease of absorption
 - (c) Use by other units
 - (d) Plant capacity
199. Proximity to the source of raw material may not be very important for:
- (a) Steel plant

- (b) Refinery
 - (c) Cement plant
 - (d) Both a and b
200. Which one of the following is not a source of positive net present value?
- (a) Product differentiation
 - (b) Industry standing; no growth
 - (c) Marketing reach
 - (d) Economy of scale
201. What is an elevator pitch?
- (a) a conversation that happens in an elevator
 - (b) a long and elaborate presentation
 - (c) a brief persuasive speech
 - (d) a brief instructive speech
202. Ethos Pathos Logos are tools used for:
- (a) Giving instructions
 - (b) Persuasion
 - (c) Warning employees
 - (d) Dealing with negative messages
203. Self-actualisation needs on the job are fulfilled by :
- (a) Ensuring hard work in the job
 - (b) Ensuring quality products
 - (c) Participating in a training programme
 - (d) None of the above
204. The attitude of Indian Government Machinery towards entrepreneurial development programme is
- (a) Destructive
 - (b) Negative
 - (c) Constructive
 - (d) Non-cooperative
205. According to sociological approach, entrepreneurship
- (a) Process of sensitivity
 - (b) Process of role performance
 - (c) Process of economic change
 - (d) All of these
206. Which of the following attitudes is not generally associated with successful entrepreneurship :
- (a) Competition and co-operation
 - (b) Desire to influence others
 - (c) Innovation and product improvement
 - (d) Status quo in business
207. The function of entrepreneur are:
- (a) To imagine a business idea
 - (b) To study project feasibility
 - (c) To setup enterprise
 - (d) All the above
208. Which of the following sentence is not a characteristic of entrepreneurship:

- (a) Risk taking
 - (b) Innovation
 - (c) Creative activity
 - (d) Managerial training
209. An entrepreneur is:
- (a) Born
 - (b) Made
 - (c) Born and made both
 - (d) All of these
210. Entrepreneurship fails to lead :
- (a) Partnership firm
 - (b) New corporate division
 - (c) New subsidiary venture
 - (d) None of these
211. ___ gives financial assistance to entrepreneurs:
- (a) ICICI
 - (b) SBI
 - (c) Indian Bank
 - (d) IMF
212. Social and economic development of a Nation is the result of.....:
- (a) Entrepreneur
 - (b) Planning
 - (c) Operation
 - (d) Government
213. The future of entrepreneurial in India is:
- (a) In dark
 - (b) Bright
 - (c) In difficulty
 - (d) None of these
214. Entrepreneurial Development Institute of India was established by:
- (a) Maharashtra Government
 - (b) Gujarat Government
 - (c) Madhya Pradesh Government
 - (d) Tamilnadu Government
215. Entrepreneurship is ensured by:
- (a) Subsidiaries
 - (b) Larger Firm
 - (c) Medium Firm
 - (d) Small Firm
216. In India entrepreneurial development programme is
- (a) Necessary
 - (b) Unnecessary
 - (c) Wastage of time
 - (d) Wastage of money
217. Entrepreneurial Development Programme provides
- (a) Self-employment

- (b) Education & training
(c) Skill increment
(d) All of these
218. Maslow's Hierarchy of needs theory is governed by the fact that:
(a) People are universally motivated by needs
(b) People are socially motivated by needs
(c) People are politically motivated by needs
(d) None of the above
219. Critical evaluation points of entrepreneurial development programme are:
(a) Organisational policies
(b) Lack of suitable selection procedure
(c) Lack quality of technical and vocational education and training
(d) All of these
220. Entrepreneurship falls to lead :
(a) Partnership firm
(b) New corporate division
(c) New subsidiary venture
(d) None of these
221. An entrepreneur is said to be:
(a) Promotor of economic development
(b) Motivator of economic development
(c) Both the above
(d) None of the (a) and (b)
222. Which of the following sentence is inconsistent in the context of entrepreneur:
(a) He is owner of the business
(b) He is risk taker
(c) He operates production activities
(d) He searches out business opportunities
223. Which of the following companies has been a successful start-up of the decade of 2000s in India?
a) Tata Steel
b) Crompton Engineering
c) Ashok Leyland
d) Flipkart
224. India's start-up movement has flourished significantly in the following domain:
a) E-Commerce and Digital
b) Thermal Power Plants
c) Shipbuilding
d) None of the above
225. The government of India has launched the following initiative a few years ago to drive the start-up movement in India:
a) Production Linked Incentive (PLI)
b) Special Economic Zone (SEZ)
c) Startup India
d) Technology Development Board
226. Self-employment among rural and indigent population is supported by the following type of financial institution in India:

- a) Mega Finance Institutions
 - b) Microfinance Institutions
 - c) Rural Electrification Corporation
 - d) BRICS Bank
227. One of the most famous start-up ecosystems founded by a premier educational institute in India is:
- a) IIT Madras Research Park
 - b) CSIR Research Park
 - c) Mahindra Research Valley
 - d) Genome Valley
228. Which of the following is a successful medtech start-up?
- a) Amber
 - b) Dixon
 - c) Practo
 - d) Swiggy
229. The success of a start-up is popularly measured by the following:
- a) Revenue and Market Share
 - b) Profit and RoI
 - c) Valuation and Unicorn status
 - d) Nationality and Ethnicity
230. Most start-up enterprises when they are founded would be:
- a) Large-scale enterprises
 - b) Medium-scale enterprises
 - c) Not-for-profit enterprises
 - d) Small-scale enterprises
231. Which of the following statements is true? (Hint: There could be more than one right answer)
- a) Every large company today would have been an entrepreneurial start-up at inception
 - b) Even large companies could be entrepreneurial in approach
 - c) Entrepreneurship drives the economic growth of a nation
 - d) All of the above
232. A working model of the start-up product, prior to commercialisation, is usually called:
- a) Industrial design
 - b) Consumer design
 - c) Prototype
 - d) None of the above
233. Who among the following is a famous healthcare entrepreneur?
- a) Dr Pratap Reddy
 - b) Ratan Tata
 - c) Gautam Adani
 - d) None of the above
234. Significant value destruction by entrepreneurial ventures, including bankruptcies, happened in the following industry in India:
- a) Automobile industry
 - b) Corporate hospital industry
 - c) Banking industry
 - d) Airlines industry

235. Apart from a creative competence, start-up founders must have the following more than anything else:
- a) High education
 - b) Deep funding
 - c) Strong Passion
 - d) Diverse collaboration
236. The planned pathway to convert a vision into reality is called:
- a) Strategy
 - b) Stage-gating
 - c) Tactics
 - d) Financing
237. To achieve customer acceptance, the entrepreneur must:
- a) Identify the problem faced in the marketplace and find a creative solution.
 - b) Identify the problem faced in financing for the project and raise finance
 - c) Identify ideas that qualify for government support and implement them
 - d) Identify good talent and build an organisation
238. Shaadi.com, an online matchmaking service, is an example of the following start-up model:
(Hint: There could be more than one correct answer)
- a) Creating an accessible digital database for potential brides, bridegrooms, and their families.
 - b) Subscription-based business service model
 - c) Digital reinvention of the established process
 - d) All the above
239. For start-up success, the following must be a core technical competence:
- a) Innovation and Creativity
 - b) Managing Government relations
 - c) Managing public relations
 - d) Managing banks
240. Valuation of a start-up improves:
- a) With only proof of concept
 - b) With only proof of product
 - c) With only proof of business
 - d) With all the above three occurring seamlessly and successfully
241. The following doyen of the industry has been investing in start-ups after his retirement:
- a) Anand Mahindra
 - b) Ratan Tata
 - c) Sunil Mittal
 - d) Dilip Sanghvi
242. The following institution has been a pioneer in online education in India for the last several years, reflecting entrepreneurial approaches of the Government of India and select IITs:
- a) CSIR
 - b) IIMA
 - c) NPTEL
 - d) Intel
243. Thyrocare was established as a start-up in:
- a) Pharmaceuticals
 - b) Sterile water
 - c) Detergents and sanitizers

- d) Medical diagnostics
244. As a start-up, Nirma, the indigenous home detergent powder maker, demonstrated the importance of:
- Overseas technical collaboration
 - Product positioning and marketing
 - Being an outsourcing partner for MNCs
 - Diversification from the very beginning
245. Name the iconic leader of consumer electronics who proved that even a college dropout can be a highly successful entrepreneur and transformational leader:
- Richard Branson
 - Steve Jobs
 - Walt Disney
 - Milton Hershey
246. What was common between Microsoft, Apple, HP, and Sony during their start-up and early growth phases?
- All the companies made same or similar products
 - All the companies were in the service industry
 - All the companies were co-founded
 - All of the above
247. Which city of India is known as the Silicon Valley of India?
- Delhi
 - Hyderabad
 - Pune
 - Bengaluru
248. Vijay Shekhar Sharma, Byju Raveendran are few names that successfully describe the term _____?
- Academicians
 - Contract partnership
 - Entrepreneurs
 - Industrialist
249. The abbreviation IP denotes?
- Intellectual people
 - Intellectual property
 - Intangible product
 - All of the above
250. The periodic blog published by a successful IP organization is owned by?
- The computer company
 - Internet service provider
 - The organization
 - None of the above
251. India offers IP protection to how many IPs?
- 7/8
 - Not defined
 - 4/5
 - 3/4
252. Can we protect the shape of a soda bottle?

- a) yes
 - b) no
 - c) maybe
 - d) only in special cases
253. Can a school science project be utilized to mend money using IP as competitive advantage?
- a) Yes, all projects can
 - b) No
 - c) yes, if they satisfy the qualifying criteria for IP protection
 - d) maybe
254. MSME means?
- a) Management of small medium enterprise
 - b) Micro, small and medium enterprise
 - c) Mega sector medium entities
 - d) None of the above
255. Following are types of IP?
- a) Patent, designs
 - b) Copyright, trademark
 - c) Both a & b
 - d) innovation
256. Research parks means
- a) place to carry and facilitate new research via collaboration
 - b) Using public parks to create data for new research
 - c) Parks which are marked by archaeological department for research purposes
 - d) All of the above
257. India's startup Meesho raised the huge funding and was backed by Facebook. It is first _____ ?
- a) Online job opportunity platform
 - b) Female centric startup
 - c) single ecosystem that will enable all small businesses to succeed online
 - d) All of the above
258. An individual who initiates, creates and manages a new business can be called _____.
- a) A leader
 - b) A manager
 - c) An entrepreneur
 - d) A professional
259. Trademarks relate to _____.
- a) Practice and knowledge acquired through experience
 - b) The protection of proprietary information of commercial value
 - c) The right to reproduce ones own original work
 - d) Brand identity
260. Which could provide an individual with the motivation to start a new business venture?
- a) The financial rewards.
 - b) A desire to be independent.
 - c) Risk-taking
 - d) All the above.

261. Which of the following factors would not be included in a PESTLE analysis?
- Government re-cycling policy.
 - Proposed reduction in interest rates.
 - Competitor activity.
 - Demographic changes.
262. Which industrial sector tends to naturally promote small-scale businesses and Entrepreneurship, and generally has lower barriers to market entry?
- Service.
 - Manufacturing.
 - Distribution.
 - Agriculture.
263. Why are small businesses important to a country's economy?
- They give an outlet for entrepreneurs.
 - They can provide specialist support to larger companies.
 - They can be innovators of new products.
 - All the above.
264. A business arrangement where one party allows another party to use a business name and sell its products or services is known as_____.
- A cooperative.
 - A franchise.
 - An owner-manager business.
 - A limited company.
265. Which of the following is the reason for business failure _____.
- Lack of market research.
 - Poor financial control.
 - Poor management.
 - All the above.
266. The use of informal networks by entrepreneurs to gather information is known as _____.
- Secondary research.
 - Entrepreneurial networking.
 - Informal parameters.
 - Marketing
267. Good sources of information for an entrepreneur about competitors can be obtained from_____.
- Websites.
 - Product information leaflets.
 - Company reports and published accounts.
 - All the above.
268. A new venture's business plan is important because _____.
- It helps to persuade others to commit funding to the venture.
 - Can help demonstrate the viability of the venture.
 - Provides a guide for business activities by defining objectives.
 - All the above.
269. Primary data is_____.
- the most important data.
 - the data that is collected first.
 - new data specifically collected for a project.

- d) data that is collected second.
270. 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.
271. 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.
272. Entrepreneurs are motivated by _____.
- a) money.
 - b) personal values.
 - c) pull influences.
 - d) All the above.
273. Which of the following are described as one of the Big Five personality traits?
- a) tolerance of others.
 - b) need for achievement.
 - c) propensity to leadership.
 - d) locus of control.
274. Which of the following is least likely to influence the timing of new business births?
- a) Government policies.
 - b) Profitability.
 - c) Consumer expenditure.
 - d) Weather conditions.
275. Which of the following statements is false?
- a) Market segmentation is a useful process for small businesses to undertake.
 - b) Selling is essentially a matching process.
 - c) A benefit is the value of a product feature to a customer.
 - d) It is a good idea for small businesses to compete solely on price.
276. The purpose of all good small business strategy is_____.
- a) to increase turnover.
 - b) to increase profitability.
 - c) to achieve competitive advantage.
 - d) to achieve stated objectives.
277. Which of the following is a recognized disadvantage of setting up as a start-up as compared with other routes to market entry?
- a) less satisfaction of the owners.
 - b) less help from various agencies.
 - c) there are more funds required.
 - d) there is a high failure rate.
278. Someone legally appointed to resolve the financial difficulties of an insolvent firm is called_____.
- a) an administrator.

- b) a predator.
 - c) an auditor.
 - d) a turnaround consultant.
279. Goods or services reach the market place through _____.
- a) marketing channels.
 - b) multilevel pyramids.
 - c) monopolies.
 - d) multiplication.
280. To provide financial assistance to entrepreneurs the government has set up a number of _____.
- a) financial advisors.
 - b) financial intermediaries.
 - c) Industrial estates.
 - d) financial institutions.
281. State Industrial corporations engage in the development of _____.
- a) industrial estates.
 - b) institutional estates.
 - c) individual investors.
 - d) agricultural entrepreneurs.
282. _____ is the first development bank of the country.
- a) ICICI.
 - b) IDBI.
 - c) SFC.
 - d) IFCI.
283. IFCI stands for _____.
- a) Industrial finance corporation of India.
 - b) Institutional finance corporation of India.
 - c) Industrial funding corporation of India.
 - d) Indian finance corporation and institution.
284. IFCI has been converted into a _____.
- a) joint-stock company.
 - b) co-operative society.
 - c) partnership firm.
 - d) sole proprietorship.
285. SIDBI was set up as a subsidiary of _____.
- a) IDBI.
 - b) IFCI.
 - c) ICICI.
 - d) SFC.
286. 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.
287. SFC is prohibited from granting financial assistance to any company whose aggregate paid-up capital exceed _____.

- a) 1 crore.
 - b) 1.5 crores.
 - c) 2 crores.
 - d) 2.5 crores.
288. SIPCOT's financial assistance is in the form of ____.
- a) term loan.
 - b) seed capital scheme.
 - c) underwriting the capital issues.
 - d) All of the above.
289. The business development department of SIPCOT guides entrepreneurs in ____.
- a) applying for licences.
 - b) approval on collaboration.
 - c) allocation of scarce raw materials.
 - d) All the above.
290. TIIC is sponsored by the ____.
- a) Government of Karnataka.
 - b) Government of Andhra Pradesh.
 - c) Government of Kerala.
 - d) Government of Tamil Nadu.
291. In backward areas, term loans for expansion or setting up a new unit are available at ____.
- a) concessional terms.
 - b) differential terms.
 - c) standard terms.
 - d) specific terms.
292. A commercial banker would prefer a _____ debt-equity ratio over the years as it indicates financial strength of a unit.
- a) Declining.
 - b) Increasing.
 - c) Stable.
 - d) Fluctuating.
293. EDPs course contents contains ____.
- a) General introduction to entrepreneurs.
 - b) Motivation training.
 - c) Managerial skills.
 - d) All the above.
294. Entrepreneurial Guidance Bureau (EGB) was set up by ____.
- a) SISL.
 - b) SIPCOT.
 - c) IIC.
 - d) SIDCO
295. _____ can be defined as a specifically evolved work plan to achieve a specific objective within a specific period of time
- a) Idea generation.
 - b) Opportunity Scanning.
 - c) Project.
 - d) Strategy.

296. Large investment is made in fixed assets, the project will be termed as _____.
a) Capital Intensive.
b) Labour Intensive.
c) Product Intensive.
d) Market Intensive.
297. PERT stands for _____.
a) Programme Evaluation and Research Techniques.
b) Project Evaluation and Review Techniques.
c) Programme Evaluation and Review Techniques.
d) Project Evaluation and Research Techniques.
298. _____ is used to accomplish the project economically in the minimum available time with limited resources
a) Project Scheduling.
b) Network Analysis.
c) Budget Analysis.
d) Critical Planning.
299. _____ is a form of financing especially for funding high technology, high risk and perceived high reward projects
a) Fixed capital.
b) Current capital.
c) Seed capital.
d) Venture capital.
300. In _____, machines and equipments are arranged in the order or sequence in which they are to be used for manufacturing the product
a) Factory Layout.
b) Product Layout.
c) Process Layout.
d) Combined Layout.
301. The term _____ denotes bonus or financial aid which is given by a government to an industry to help it compete with other units
a) Incentive.
b) Subsidy.
c) Bounty.
d) Concession.
302. The granting of cash subsidy on the capital investment is called _____.
a) Concessional finance.
b) Quantum of Subsidy.
c) Interest Subsidy.
d) Central Investment Subsidy.
303. New Small Scale industries are exempted from the payment of income tax under section 80J is called _____.
a) Development Rebate..
b) Investment Allowance.
c) Rehabilitation Allowance.
d) Tax Holiday

304. _____ is primarily concerned with the identification of the project demand potential and the selection of the optimal technology.
- Techno-economic analysis.
 - Feasibility analysis.
 - Input analysis.
 - Financial analysis.
305. _____ refers to some action which is a time consuming effort necessary to complete a specific event.
- A Network.
 - An Activity.
 - An Event.
 - A Node.
306. _____ is a graphical representation of the various activity and event relating to a project.
- Network analysis.
 - Scheduling technique.
 - Logical Model.
 - Network Diagram
307. Activities which must be finished before a given event can occur are termed as _____.
- Preceding Activities.
 - Succeeding Activities
 - Concurrent Activities
 - Dummy Activities.
308. Sub – contracting is a ____ beneficially ____ relationship between two companies.
- Exclusively & Traditional
 - Mutually & Commercial
 - Mutually & Traditional
 - In exclusively & Commercial
309. market potential of the project report includes ____.
- demand and supply conditions
 - market strategy
 - after-sales service
 - all the above
310. Every entrepreneur should draw an _____ for his project to ensure the timely completion of all activities involved in setting up an enterprise.
- cost structure
 - implementation plan
 - market structure
 - production structure
311. _____ describes the direction, the enterprise is going in, what its goals are, where it wants to be, and how it is going to get there.
- project report
 - technical analysis
 - market analysis
 - Financial analysis
312. Today, many companies are using managerial techniques that are designed to encourage ____.
- increasing projects

- b) legal compliances
 - c) Ethical behaviour
 - d) shareholders value
313. Entrepreneurial development is the key to achieve all-round _____ through acceleration of industrial and entrepreneurial activities.
- a) increase in projects
 - b) economic development
 - c) shareholders value
 - d) business development
314. SWOT Analysis is a _____ tool
- a) Conceptual
 - b) Modern
 - c) Scientific
 - d) Traditional
315. NABARD is a Bank for _____ development
- a) Urban
 - b) Agricultural and Rural
 - c) Scientific
 - d) Agriculture and research

Answer Key

1. D	2. C	3. C	4. C	5. B	6. A	7. B	8. C	9. B	10. D
11. D	12. D	13. D	14. A	15. A	16. B	17. D	18. D	19. B	20. C
21. C	22. B	23. C	24. D	25. B	26. A	27. A	28. D	29. A	30. B
31. B	32. A	33. C	34. A	35. D	36. A	37. C	38. D	39. A	40. B
41. A	42. C	43. D	44. A	45. A	46. A	47. C	48. D	49. B	50. A
51. A	52. A	53. B	54. A	55. B	56. B	57. C	58. D	59. A	60. D
61. C	62. A	63. D	64. D	65. D	66. C	67. B	68. B	69. C	70. A
71. A	72. D	73. B	74. C	75. D	76. B	77. A	78. D	79. B	80. D
81. D	82. A	83. C	84. D	85. B	86. D	87. C	88. A	89. A	90. B
91. B	92. D	93. C	94. D	95. C	96. D	97. B	98. B	99. B	100. D
101. D	102. B	103. C	104. A	105. B	106. C	107. C	108. E	109. C	110. C
111. E	112. D	113. C	114. D	115. A	116. A	117. B	118. B	119. A	120. D
121. D	122. D	123. B	124. B	125. D	126. B	127. B	128. C	129. D	130. D
131. A	132. D	133. A	134. C	135. D	136. A	137. A	138. A	139. A	140. D
141. B	142. A	143. D	144. D	145. B	146. C	147. A	148. D	149. B	150. C
151. A	152. D	153. A	154. D	155. B	156. D	157. A	158. D	159. A	160. D
161. C	162. D	163. D	164. D	165. B	166. B	167. B	168. C	169. C	170. C
171. B	172. D	173. A	174. A	175. D	176. D	177. A	178. B	179. A	180. C
181. C	182. B	183. C	184. B	185. C	186. B	187. B	188. B	189. C	190. C
191. B	192. B	193. A	194. C	195. D	196. C	197. C	198. A	199. B	200. B
201. C	202. B	203. C	204. D	205. B	206. D	207. D	208. D	209. C	210. A
211. A	212. A	213. B	214. B	215. B	216. A	217. A	218. C	219. D	220. A
221. C	222. C	223. D	224. A	225. C	226. B	227. A	228. C	229. C	230. D
231. D	232. C	233. A	234. D	235. C	236. A	237. A	238. D	239. A	240. D
241. B	242. C	243. D	244. B	245. B	246. C	247. D	248. C	249. B	250. C
251. A	252. A	253. C	254. B	255. C	256. A	257. C	258. C	259. D	260. D
261. C	262. A	263. D	264. B	265. D	266. B	267. D	268. D	269. C	270. D
271. C	272. D	273. B	274. D	275. D	276. D	277. D	278. A	279. A	280. D
281. A	282. D	283. A	284. A	285. A	286. D	287. A	288. D	289. D	290. D
291. A	292. A	293. D	294. C	295. C	296. A	297. C	298. A	299. D	300. B
301. C	302. D	303. B	304. A	305. B	306. D	307. A	308. B	309. D	310. B
311. A	312. C	313. B	314. A	315. B					