

**Semester: IV**

**Subject: Entrepreneurship Development and Business Ethics**

**Teacher: Vinay Kumar Shaw (V.S. Sir)**

**Model Question Paper with Solution**

**Set: I**

**Group: A Full Marks: 80**

***Answer the following questions:***

***1 Marks x 20 = 20 Marks***

1. Which of the following shows the process of creating something new?
  - (a) Business Model
  - (b) Modeling
  - (c) Creative Flexibility
  - (d) Innovation
2. Entrepreneurship is a dynamic process of .....
  - (a) Vision
  - (b) Change
  - (c) Creation
  - (d) All the above
3. A.....is a individual who creates something for the first time, is a highly driven individual motivated by his or her own work and personal ideas.
  - (a) Entrepreneur
  - (b) Inventor
  - (c) Both 'a' and 'b'
  - (d) None of these
4. An entrepreneur's primary motivation for starting a business is .....
  - (a) To make money

(b) To be independent

(c) To be famous

(d) To be powerful

5. The legal position in case of preliminary contracts can be studied under .....

(a) Two heads

(b) Three heads

(c) Four heads

(d) Five heads

6. Ethics is a –

(a) Pure Science

(b) Normative Science

(c) Inexact Science

(d) None of these

7. Ethics is the same as –

(a) Legality

(b) Strict compliance

(c) Conformance to agreed values

(d) Following black letter law

8. .... refers to the qualities of a person.

(a) Intrapreneur

(b) Entrepreneur

(c) Intrapreneurship

(d) Entrepreneurship

9. Financial and Investment counseling is an example of .....

(a) Phased retirement

(b) Preretirement counseling

(c) Honoring experience

(d) Modifying selection procedure

10. Human nature is –

(a) Learned

(b) Programmed

(c) Inherited

(d) All of the above

11. Example of physical resources are.....

(a) Building, Machinery and plant

(b) Goodwill

(c) Loan, Venture Capital

(d) Business Ethics

12. A..... is defined as a culture that emphasizes building on employee strengths, rewards more than it punishes and emphasizes individual vitality and growth.

(a) Positive organizational culture

(b) Centralized organizational culture

(c) Bureaucracy

(d) Matrix organization

13. Selection of project Idea.....

(a) The project should be compatible

(b) Technical

(c) None of these

(d) Both 'a' and 'b'

14. Who are the organizational stakeholders?

(a) Customers

(b) Community

(c) Employees

(d) All of the above

15. A.....is a very important strategic tool for entrepreneur.

(a) Business Plan

(b) Angel Investor

(c) Value and Ethics

(d) Self-help group

16. Justice and fairness of a result of a decision is often classified as.....

(a) Descriptive Justice

(b) Procedural Justice

(c) Distributive Justice

(d) Severance Justice

17. Which of the following is not a statement which presents the firm's view on ethics?

(a) Value statement

(b) Morality

(c) Ethical philosophy

(d) None of these

18. How many articles is the old code of ethics?

(a) 5

(b) 6

(c) 7

(d) 8

19. Which of the following is not characteristic of an organization's culture?

(a) Outcome orientation

(b) Assertiveness

(c) Innovation and risk taking

(d) Attention to deal

20.CSR stands for.....

- (a) Customer Satisfaction Ratios
- (b) Corporate Sales Returns
- (c) Customer Sales Ratios
- (d) Corporate Social Responsibility

**Group: B**

*Answer the following questions:*

*2 Marks x 30 = 60 Marks*

1. Sources of Business Ideas.....

- (a) Looking within yourself and examining skills, talent, passion.
- (b) Keeping up with current events and ready to take opportunities.
- (c) Investing New Product or Service.
- (d) All the above.

2. Approaches to Generating Ideas.....

- (a) Brainstorming
- (b) New ways of doing old things
- (c) Improving an existing product
- (d) All the above

3. Selection of Project Ideas.....

- (a) The project should be compatible
- (b) Technical
- (c) None of these
- (d) Both 'a' and 'b'

4. The feasibility study should contain an analysis of the following aspects:

- (a) Technical
- (b) Commercial and finance

(c) Socio-economic

(d) All the above

5. In which of the following year implementation of SBA Financial plan took place?

(a) 1971

(b) 1972

(c) 1973

(d) 1974

6. The resources acquired from others creditors, banks etc. are usually called as.....

(a) Easily available

(b) Difficult to obtain

(c) Very useful

(d) Very cheap

7. Lenders are primarily interested in the.....

(a) Personal relationship

(b) Ability to pay back loan

(c) Progress of the venture

(d) The entrepreneur utilizes the resources through

8. Venture capital firms are usually organized as.....

(a) Corporation

(b) Non-profit organization

(c) Closed-end mutual funds

(d) Limited partnership

9. Which of the following is the characteristics of venture capital firms?

(a) Developing portfolio of companies

(b) Allowing firm to use the funds as they see fit

- (c) Having a short-term investment horizon
- (d) Holding Debts in the firm that are founded

10. The sources of venture capital funding have .....

- (a) Shifted from wealthy individuals to pension funds and corporations.
- (b) Shifted from pension funds and corporations' wealthy individuals
- (c) Decreased since 1990
- (d) None of these

11. Which of the following is not a characteristic feature of venture capital firms?

- (a) Funding just one or a small number of firms.
- (b) Holding equity in the firms that are funded.
- (c) Having a long-term investment horizon.
- (d) Providing advice and assistance to the firms that are funded.

12. The largest industries group receiving venture capital funding is.....

- (a) Computer software
- (b) Medical / health
- (c) Computer hardware
- (d) None of these

13. .... recognizes that people have an inner life that nourishes and is nourished by meaningful work that takes place in the context of community.

- (a) Organizational culture
- (b) Workplace spirituality
- (c) Formalization
- (d) Institutionalization

14. What are the two main reasons for organizations to be socially responsible?

- (a) Sustainability and responsibility

- (b) Sustainability and corporate governance
- (c) Accountability and responsibility
- (d) Accountability and sustainability

15. Which of the following are the common ethical problems in Pricing?

- (a) Predatory Pricing
- (b) Discriminatory Pricing
- (c) Collective Price Fixing
- (d) All of the above

16. Capital raising entirely depends on the entrepreneur in which of the following entity?

- (a) Corporation
- (b) Sole Proprietorship
- (c) Partnership
- (d) All of the above

17. Which of the following is another exit to the equity partnership arrangement?

- (a) Impartial partnership
- (b) General partnership
- (c) Royalty partnership
- (d) Minor partnership

18. Selling goods to another country through a person in the entrepreneur's home country is known as.....

- (a) Trading
- (b) Direct Export
- (c) Indirect Export
- (d) Domestic Sales

19. Developing a new idea through inquiry and testing is called.....

- (a) Heuristics
- (b) Forced relationship
- (c) Scientific method
- (d) Value analysis

20. What can be the effect on cash flows due to delays in payments by the clients?

- (a) Positive cash flows
- (b) Negative cash flows
- (c) No effect on cash flows
- (d) None of these

21. The Marketing Plan section should focus for the strategies of .....

- (a) First Year
- (b) First two years
- (c) First three years
- (d) First four years

22. The business plan should be prepared by .....

- (a) Entrepreneurs
- (b) Consultants
- (c) Engineers
- (d) All of the above

23. An ideal location not only saves the cost of poor quality but also enhances.....

- (a) Profit and Loss
- (b) Employees and profits
- (c) Productivity and profits
- (d) None of these

24. Business ethics deals primarily.....

- (a) Social responsibility
- (b) The pricing of products and services
- (c) Moral obligation
- (d) Being unfair to the competition

25. Professional ethics is –

- (a) Monopolistic
- (b) Designing to protect a profession
- (c) A necessary attribute of a profession
- (d) Not directly relevant to practice

26. Unethical behavior is often triggered by.....

- (a) Pressure from higher management to achieve goals
- (b) An organizational atmosphere that condones such behaviour
- (c) Both 'a' and 'b'
- (d) A system of checks and balances

27..... Are moral principles that guide the way a business behaves.

- (a) Business ethics
- (b) Code of ethics
- (c) Shareholders
- (d) Ethical dilemmas

28. The code of conduct is a document that refers to:

- (a) Accounting standards
- (b) Managerial Instruction
- (c) Marketing activities
- (d) Values and principles

29. Ethics are important because.....

- (a) Suppliers prefer to deal with ethical companies
- (b) Customers prefer to deal with ethical companies

(c) Employees prefer to deal with ethical companies

(d) All of the choices

30. The steps in the process of accounting take place in the following order-

(a) Measuring, identifying, decision making, communicating.

Answer of Group A:	
1.	d
2.	d
3.	b
4.	a
5.	a
6.	b
7.	a
8.	d
9.	b
10.	c
11.	a
12.	a
13.	d
14.	d
15.	a
16.	c
17.	c
18.	b
19.	d
20.	d

(b) Identifying, communicating, measuring, decision making.

(c) Identifying, measuring, communicating, decision making.

(d) Identifying, decision making, measuring, communicating.

Answer of Group B:	
1.	d
2.	d
3.	d
4.	d
5.	b
6.	a
7.	d
8.	d
9.	a

10.	a
11.	a
12.	d
13.	b
14.	a
15.	d
16.	b
17.	c
18.	c
19.	c
20.	b
21.	a
22.	b
23.	d
24.	d
25.	b
26.	c
27.	a
28.	d
29.	d
30.	c