

Entrepreneurship Development

New Syllabus

Course Title: Entrepreneurship Development

Course No.: MGT 506

Nature of the course: Core

Duration of the course: 50 Lecture hrs.

Duration of the class: 60 minutes

Full Marks: 50

Pass Marks: 20

Course Objectives

The purpose of the course is to prepare students for the possibility of starting their own entrepreneurial ventures. The course emphasizes on improving the skills of the students to identify venture opportunities and prepare a business plan.

Course Description

The course introduces students to the process of entrepreneurship and the role of the entrepreneur in initiating and developing new ventures. As a part of the course, students will prepare a comprehensive business plan for starting or acquiring a business.

Course Contents

Unit 1: Overview of Entrepreneurship LH 6

Concept, features, functions and types of entrepreneur. Role of entrepreneurship in economic development. Women entrepreneurship: concept and problems. Emerging trend in entrepreneurship: The Internet and E-commerce entrepreneurship. Factors affecting entrepreneurship growth: Economic factors and non-economic factors.

Unit 2: Approaches to Entrepreneurship LH 3

Overview of Entrepreneurial thoughts: Environmental, financial / capital, displacement, entrepreneurial trait, venture opportunity. Process Approaches: An integrative approach, entrepreneurial assessment approach, multidimensional approach.

Unit 3: Developing Creativity and Understanding Innovation LH 4

Concept of creativity, creative process: Knowledge accumulation, the incubation, the idea experience, evaluation and implementation. Developing creativity: Recognizing relationship, developing functional perspective using brains, eliminating muddling mind-sets. Innovation: Concept, Types of innovation: Invention, extrusion, duplication, synthesis. Source of innovation: Unexpected occurrences, incongruities, process needs, industry and market changes, demographic changes, perceptual changes. Knowledge-based concept.

Unit 4: Entrepreneurial Risk and Stress LH 4

Concept of risk, Types of risk: Financial, career, family and social, psychic. **Concept of stress.** Sources of stress: loneliness, immersion in business, people problems, needs to achieve. **Dealing with stress:** Networking, getting away from it all, communicating with employees, finding satisfaction outside the company, delegating.

Unit 5: Legal Environment for the Entrepreneurship LH 4

Legal provisions for establishment of a new venture. Steps, Factors, Registration of intellectual property right: (patents, trademarks, copyright, trade secrets), licensing, product safety and liability. Insurance and contracts.

Unit 6: New Venture Identification and Selection LH 15

Business opportunity identification: Sources and methods of generating new ideas. Selection of best idea. **Feasibility studies:** Site selection, factors affecting site selection. **Business description:** Background, purpose and objectives. **Marketing component:** Overall market. Specific market. Competitive factors. Macro environment influence (structural change and cyclical change). Marketing strategy and sales forecasts. **Financial component:** Start up costs, financial requirements. Sources of funds. Projected profit and loss statement. Projected cash flow statement and analysis and projected balance sheet. **Development and production:** Production Process and technology. Resource requirement and quality assurance. **Organization and Management:** Key personnel resources, human resource management strategy. Forms of Ownership: Forms of business, equity position and deal structure. Critical risk and contingencies.

Unit 7: Preparation of Business Plan LH 10

Concept and benefits of the business plan. Elements of business plan. Preparation of the business plan. Scheme and strategy of venture launching. Internal Profile Analysis: Concept. Identification, selection of variables and their analysis. Practical exercise.

Unit 8: Institutional Support to Entrepreneurship Development..... LH 4

Need for institutional support. Institutional support to entrepreneurs in Nepal: The government agencies. Specialized agencies. Consultancy services, institutional finance, marketing services. Industrial Estates. Introduction to entrepreneurship development projects (MEDEP, ELAM).

Basic References

- Dollinger, M.J. (2003). **Entrepreneurship: Strategies and Resources**. New Delhi: Pearson Education.
 Hisrich, R.D., Peters, M.P. and Shepherd, D.A. (2007). **Entrepreneurship**. New Delhi: Tata McGraw Hill, Publishing Company.
 Khanka, S.S. (1999). **Entrepreneurship Development**. New Delhi: S. Chand and Company Ltd.

Supplementary Readings

- Agrawal, G.R. (2006). **Entrepreneurship Development in Nepal**. Kathmandu: M.K. Publishers.
 Kuratko, D.F. and Hodgetts, R.M. (2005). **Entrepreneurship: Theory, Process and Practice**. Singapore: Thomson Asia Pte. Ltd.
 Kuratko, D.F. and Weisner, H.P. (2001). **Strategic Entrepreneurial Growth**. Philadelphia: Harcourt College Publishers.

New Model Questions

Time: 2 hours

Full Marks: 50

Note: Model questions are simply the model and do not guide the setter(s) to ask the questions as per the units used in the model. Set questions however should meet the requirements of course coverage and the assigned lecture hours.

Candidates are required to give their answers in their words as far as practicable.

Group A: Short Answer Questions**Attempt any THREE questions.****(3 × 10 = 30)**

1. What is entrepreneurship? Explain the roles of entrepreneurship in economic development of a country.
2. What is the creative process? Explain the methods of developing creativity.
3. What are the sources of stress of an entrepreneur? Explain how such stress can be minimized.
4. How government agencies are helping for entrepreneurship development in Nepal? Explain.
5. Explain the different components contributing for the entrepreneurial thought.

Group B: Comprehensive Answer Questions**Attempt any ONE questions.****(1 × 20 = 20)**

6. Prepare a business plan to your client who is willing to take risk and run a new venture which will generate profit in future.
7. What is a feasibility study? What are its different components? Explain the factors to be covered while analyzing the marketing component in a feasibility study.

1. OVERVIEW OF ENTREPRENEURSHIP**SHORT ANSWER QUESTIONS****1. 2070 Q.No. 1**

What is women entrepreneurship? Explain the problems associated with them. [10]

2. 2070 Old Q.No. 1

What is entrepreneurship? Explain the different types of entrepreneur. [8]

3. 2070 Old Q.No. 2

"Development of a country depends on the active role of entrepreneurs." Explain. [8]

4. 2069 Q. No. 1

Explain the role of entrepreneurship in economic development of a country. [10]

5. 2068 Q.No. 1

How economic and non-economic factor help in developing entrepreneurship? Explain. [10]

6. 2068 (Old) Q.No. 1

What is entrepreneurship? Explain the characteristics of entrepreneurship. [8]

7. 2068 (Old) Q.No. 2

Explain how government policies and actions affect entrepreneurship growth in Nepal. [8]

8. 2067 Q.No. 1

What is entrepreneurship? Explain the functions of entrepreneurship. [4+6]

9. 2067 Q.No. 1 (Old)

What is entrepreneurship? Describe the different types of entrepreneurs. [8]

10. 2066 Q.No. 1

What is entrepreneurship? Explain the entrepreneurial roles and functions. [8]

11. 2066 Q.No. 2

How economic and non-economic factors help in developing entrepreneurship? Explain. [8]

12. 2066 Q.No. 5

What are the major problems of women entrepreneurship in Nepal? Explain with suitable examples. [8]

13. 2065 Q.No. 1

Explain the main functions performed by entrepreneurs. [8]

14. 2065 Q.No. 2

What problems are faced by women entrepreneurs in establishing and developing their entrepreneurs? Explain. [8]

15. 2065 Q.No. 3

How economic factors help in developing entrepreneurship? Explain. [8]

16. 2064 Q.No. 1

Who is an entrepreneur? Explain the different types of entrepreneur. [8]

17. 2064 Q.No. 3

Explain the non-economic factors which help in developing entrepreneurship. [8]

18. 2063 Q.No. 1

Explain the main functions performed by the entrepreneurs. [8]

19. 2063 Q.No. 4

Explain the roles played by entrepreneurship in economic development of the country. [8]

20. 2062 Q.No. 1

Define entrepreneurship and explain the different types of entrepreneurs. [8]

21. 2062 Q.No. 2

How economic and non-economic factors affect entrepreneurship growth? Explain. [8]

22. 2062 Q.No. 4

What problems are commonly faced by women entrepreneurs while establishing and developing their entrepreneurs? [8]

23. 2061 Q.No. 1

What problems are faced by women entrepreneurs in establishing and developing their enterprises? [8]

24. 2061 Q.No. 2

How do the existing government policies and actions help for the entrepreneurship development in Nepal? [8]

25. 2060 Q.No. 1

Explain the roles and functions of entrepreneurs. [8]

26. 2060 Q.No. 2

Explain the factors that influence the emergence and development of entrepreneurship. [8]

27. 2059 Q.No. 2

Explain how economic and non-economic factors help on developing entrepreneurship? [8]

28. 2059 Q.No. 5

What is entrepreneurship? Explain the characteristics of entrepreneurship. [8]

29. 2058 Q.No. 1

Explain the different types of entrepreneurs. [8]

30. 2058 Q.No. 2

Explain how government's policies and actions affect entrepreneurship growth in Nepal. [8]

2. APPROACHES TO ENTREPRENEURSHIP

SHORT ANSWER QUESTIONS

1. 2070 Q.No. 2

Explain the financial and entrepreneurial school of thoughts of entrepreneurship. [10]

2. 2069 Q. No. 2

Explain the entrepreneurial assessment approach of entrepreneurship. [10]

3. 2068 Q.No. 3

What is the process approach to entrepreneurship? Describe the entrepreneurial assessment approach. [4+6]

4. 2068 (Old) Q.No. 3

What is entrepreneurial motivation? Explain the factors that influence the entrepreneurial mobility. [8]

5. 2067 Q.No. 2 (Old)

How do environmental conditions help in the growth of entrepreneurship in Nepal? Explain. [8]

6. 2067 Q.No. 3

Explain the environmental and displacement school of thoughts of entrepreneurship. [4+6]

3. DEVELOPING CREATIVITY AND UNDERSTANDING INNOVATION

SHORT ANSWER QUESTIONS

1. 2070 Q.No. 3

State and explain the different sources of innovation. [10]

2. 2070 Old Q.No. 3

Why entrepreneurship competency development is necessary? Explain its phases. [8]

3. 2069 Q. No. 3

What is innovation? Explain the different types of innovation. [10]

4. 2068 Q.No. 2

What is innovation? Explain the major sources of innovation. [4+6]

5. 2068 (Old) Q.No. 4

What is entrepreneurship competency? Explain the needs for entrepreneurship competency development. [8]

6. 2067 Q.No. 2

What is creativity? Explain the four steps involved in developing personal creativity. [4+6]

4. ENTREPRENEURIAL RISK AND STRESS

SHORT ANSWER QUESTIONS

1. 2070 Q.No. 4

What is entrepreneurial risk? Explain the different types of risk. [10]

2. 2069 Q.No. 4

What is entrepreneurial stress? Explain the techniques of dealing with such stress. [10]

3. 2068 Q.No. 4

What are the causes of stress among entrepreneurs? How can an entrepreneur deal with them? [5+5]

4. 2067 Q.No. 4

What is entrepreneurial stress? Explain the sources of entrepreneurial stress. [4+6]

5. LEGAL ENVIRONMENT FOR THE ENTREPRENEURSHIP

1. 2070 Old Q.No. 4

Explain the policies and actions initiated by the government for entrepreneurship growth in Nepal. [8]

6. NEW VENTURE IDENTIFICATION AND SELECTION

COMPREHENSIVE ANSWER QUESTIONS

1. 2070 Q.No. 6

What are the sources of generating new ideas? Explain the important marketing components that are considered essential in feasibility study. [20]

2. 2070 Old Q.No. 6

What is project appraisal? Why is it necessary? Explain the methods of project appraisal. [16]

3. 2069 Q.No. 6

What factors are to be considered while selecting site for a business? Explain the organizational and management components that are considered essential in a feasibility study. [20]

4. 2068 Q.No. 6

What are the sources of generating new ideas? Explain the important components of organization and management in a feasibility study. [8+12]

5. 2068 (Old) Q.No. 7

In project appraisal, risk analysis plays an important part. As an entrepreneur what components of the project would you appraise thoroughly to minimize the risk? Discuss. [16]

6. 2067 Q.No. 6

What are the methods of generating new ideas? Explain the important financial components that are considered essential in feasibility study. [8+12]

7. 2067 Q.No. 6 (Old)

All projects are prone to some kind of risk. In order to minimize the risk what factors should be appraised in any project. Discuss. [10]

8. 2066 Q.No. 7

Project appraisal is a process of detail examination of several aspects of a given project. In the light of the given statement, discuss the different methods of project appraisal. [16]

9. 2065 Q.No. 7

Project appraisals help an entrepreneur in selecting the best project out of available alternative projects. In the light of the given statement discuss the methods of project appraisal. [16]

10. 2064 Q.No. 7

What is project appraisal? Discuss the different methods of project appraisal used to appraise a proposed proposal. [16]

11. 2063 Q.No. 6

It is a well-established fact that every industrial project involves that can be reduced through certain ways and means. In the light of the above statement discuss the methods of project appraisal. [16]

12. 2062 Q.No. 6

Financial institutions do project appraisals to assess the creditworthiness of projects before extending financial support. In the light of the above statement discuss the methods of project appraisal. [16]

13. 2061 Q.No. 6

An entrepreneur needs to appraise various alternative projects before allocating the scarce resources. In the light of the given statement, discuss the methods of project appraisal. [16]

14. 2060 Q.No. 6

What is project appraisal? Why is it done? Explain the methods of project appraisal. [16]

15. 2059 Q.No. 6

It is a well established fact that every industrial project involves risks, but there are certain ways and means to minimize such risks. In the light of this statement, discuss the techniques you would use to minimize the risk involved in the project. [16]

16. 2058 Q.No. 6

A project involves the utilization of scarce resources. An entrepreneur should take special attention to examine the viability of the project in terms of available resources, in the light of the given statement, discuss the methods of projects appraisal. [16]

7. PREPARATION OF BUSINESS PLAN

COMPREHENSIVE ANSWER QUESTIONS

1. 2070 Q.No. 7

Prepare a business plan to your client who is interested to start a business in urban area. [20]

2. 2070 Old Q.No. 7

As an entrepreneur prepare a business plan of a small scale business of your choice. [16]

3. 2069 Q. No. 7

Prepare a business plan for an entrepreneur who is interested in starting a new business in a fast developing area. [20]

4. 2068 Q.No. 7

As a consultant prepare a business plan to your client who is interested to launch a new business that would generate profit in the beginning. [20]

5. 2068 (Old) Q.No. 6

Prepare a business plan to your client who thinks that launching a new business is not possible without a business plan. [16]

6. 2067 Q.No. 7

Prepare a business plan for an entrepreneur who is interested in starting a new business that would yield reasonable profit in the initial period. [20]

7. 2067 Q.No. 7 (Old)

Prepare a business plan for your client who is interested in launching a new business as per your advice.

8. 2066 Q.No. 6

Prepare a business plan for your client who is seeking help in starting a new venture that would generate moderate profit in the beginning. [16]

9. 2065 Q.No. 6

Prepare a business plan to your client which would help him to start a new venture in a changed environment. [16]

10. 2064 Q.No. 6

A group of unemployed graduates approached you and sought your advice in preparing a business plan to start new venture. Prepare a business plan in the capacity of a consultant which would fulfill the objectives of the group. [16]

11. 2063 Q.No. 7

The more concrete and complete the business plan, the more it will earn the respect of outsiders. In the light of the statement prepare a business plan of a business firm, which you are planning to start. [16]

12. 2062 Q.No. 7

As consultant prepares a business plan as per the request of an entrepreneur regarding the establishment of a business that you think is profitable in the present situation. [16]

13. 2061 Q.No. 7

Why entrepreneur should have business plan? Explain the major components of a business plan. [16]

14. 2060 Q.No. 7

As a consultant prepare a business plan as per the request of an entrepreneur regarding the establishment of a small-scale business of your choice. [16]

15. 2059 Q.No. 7

Project report serves like a big road map to reach the destination determined for the entrepreneur. In the light of this statement, discuss the contents of a project report with suitable examples. [16]

16. 2058 Q.No. 7

Project report is a recommended written statement of what an entrepreneur usually takes up. How do you prepare a project report for a small textile mill, which you are soliciting, to an entrepreneur? [16]

8. INSTITUTIONAL SUPPORT TO ENTREPRENEURSHIP DEVELOPMENT

SHORT ANSWER QUESTIONS

1. 2070 Q.No. 5

Explain the major support given by government agencies to entrepreneurship development. [10]

2. 2070 Old Q.No. 5

What is institutional support? Explain the need for institutional support to the entrepreneurs. [8]

3. 2069 Q. No. 5

Why entrepreneurs need institutional support? Explain. [10]

4. 2068 Q.No. 5

What is institutional support? Explain the need of institutional support to Nepalese entrepreneurs. [4+6]

5. 2068 (Old) Q.No. 5

What major activities are performed by the Nepalese government agencies for entrepreneurship development? [8]

6. 2067 Q.No. 5

Explain how government agencies support entrepreneurs in Nepal. [10]

7. 2067 Q.No. 4 (Old)

Explain the existing system of institutional support to entrepreneurs in Nepal. [8]

8. 2066 Q.No. 4

What is institutional support? How government agencies have planned to support entrepreneurship in Nepal. Explain. [8]

9. 2065 Q.No. 5

What are the main supports provided by Government agencies to entrepreneurs in Nepal? [8]

10. 2064 Q.No. 5

Why do the entrepreneurs need institutional support? Explain. [8]

11. 2063 Q.No. 5

Explain the need for institutional support to entrepreneurs in Nepal. [8]

12. 2062 Q.No. 5

How do government agencies support entrepreneurs in Nepal? Explain. [8]

13. 2061 Q.No. 5

Explain the needs for institutional support to entrepreneurs in Nepal. [8]

14. 2060 Q.No. 5

How institutions support entrepreneurs in Nepal? Explain. [8]

15. 2059 Q.No. 4

Examine the existing system of institutional support to entrepreneurs in Nepal. [8]

16. 2058 Q.No. 4

What is institutional support? Explain how government agencies have planned to support entrepreneurship. [8]