



MID-WEST UNIVERSITY
SCHOOL OF MANAGEMENT (MUSOM)
(An Autonomous Institution)

MUSOM EXAMINATION SECTION
FINAL EXAMINATION-2025 (2081)

BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – IV (New Course)

Subject: Fundamentals of Entrepreneurship
Full Marks: 100

Course Code: MGT 443
Time: 3 Hrs.

Exam Roll No.:

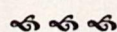
Section A: Multiple Choice Questions (1×15 = 15 Marks)

Time: 15 Minutes

Tick (✓) the correct answers

1. Which of the following is a personal characteristic often found in an entrepreneur?
 - a. Self- confident
 - b. Perceptive
 - c. Follower
 - d. Option a) and b)
2. A corporate manager who starts a new initiative for their company which entails setting up a new distinct business unit and board of directors can be regarded as _____.
 - a. Ecopreneur
 - b. Technopreneur
 - c. Intrapreneur
 - d. Social Entrepreneur
3. Which is a major challenge faced by rural entrepreneurs?
 - a. High level of competition from international businesses.
 - b. Limited access to credit and financial resources.
 - c. Surplus of skilled labor.
 - d. High level of technological advancement in rural areas.
4. Many of the women owned businesses are concentrated in _____.
 - a. Medical industry
 - b. Retail and service sector
 - c. Manufacturing industry
 - d. Wholesaling industry
5. Who propounded Need Hierarchy Theory of motivation?
 - a. Abraham Maslow
 - b. David C. McClelland
 - c. Frederick Irving Herzberg
 - d. Douglas McGregor
6. Which of the following is a characteristic of high need achievers identified by McClelland?
 - a. They have a desire to exercise control over others.
 - b. They value the feelings of others.
 - c. They look for challenging tasks.
 - d. They have a strong desire for acceptance and approval from others.
7. Which of the following document better describe a venture's opportunity, its product or service, context, strategy, team, required resources, and potential financial returns?
 - a. Business plan
 - b. Vision and mission
 - c. Marketing plan
 - d. Financial plan
8. Which of the following is not a benefit of business plan?
 - a. It focuses on negative aspects of proposed business only.
 - b. It helps to scrutiny assumptions about the venture's success.
 - c. It helps to develop and examine operating strategies and expected results for outside evaluators.
 - d. It acts as a communication tool for outside financial sources and as an operational tool for guiding venture toward success.

9. Which of the following is the primary function of a Non-Disclosure Agreement (NDA)?
 - a. To register a trademark
 - b. To protect the confidentiality of an idea
 - c. To file for a patent
 - d. To protect employees from unfair dismissal
10. What is the primary advantage of setting up a Limited Liability Company (LLC) for an entrepreneur?
 - a. It requires no capital investment.
 - b. It offers limited liability protection to the owners.
 - c. It allows unlimited distribution of profits.
 - d. It simplifies the business registration process.
11. What does Intellectual Property (IP) refer to?
 - a. Physical assets like real estate and machinery.
 - b. Government regulations on business activities.
 - c. Tangible property used for personal purposes.
 - d. Creations of the mind used in commerce, such as inventions and designs.
12. How can the government and financial institutions help reduce the financial burden on small businesses in Nepal?
 - a. By providing higher-interest loans.
 - b. By increasing the complexity of loan application processes.
 - c. By lowering interest rates on loans for SMEs.
 - d. By limiting access to institutional finance.
13. Which type of institutional support involves offering training programs and workshops to entrepreneurs?
 - a. Financial Support
 - b. Networking and Market Access
 - c. Training and Capacity-Building
 - d. Advisory Services
14. Which form of CSR involves businesses contributing to economic development, creating jobs, and supporting local businesses?
 - a. Ethical CSR
 - b. Economic CSR
 - c. Environmental CSR
 - d. Philanthropic CSR
15. What is the primary reason why small and medium enterprises (SMEs) in Nepal struggle to engage in CSR activities?
 - a. Limited knowledge about CSR
 - b. Government regulations on CSR
 - c. Overemphasis on short-term benefits
 - d. Financial constraints and resource allocation challenges





MID-WEST UNIVERSITY
SCHOOL OF MANAGEMENT (MUSOM)
(An Autonomous Institution)

MUSOM EXAMINATION SECTION
FINAL EXAMINATION-2025 (2081)
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – IV (New Course)

Subject: Fundamentals of Entrepreneurship

Course Code: MGT 443

Full Marks: 100

Time: 3 Hrs.

You are required to answer in your own words as far as applicable. The figures in the margin indicate the full marks.

Section – B: Short Answer Questions

(8 × 5 = 40 Marks)

Answer any eight questions:

1. Explain briefly the salient characteristics of successful entrepreneurs. [5]
2. Explain briefly different types of entrepreneurs with example. Which one do you think most suitable for developing country like Nepal? [5]
3. Define rural entrepreneurship. Briefly explain the need for and importance of developing rural entrepreneurship in Nepal. [2+3]
4. What are the major problems faced in developing agri-preneurship in the country? [5]
5. What are various factors motivating people to become entrepreneurs? [5]
6. Briefly discuss business opportunities available for entrepreneurs in Nepal. [5]
7. Why should the executive summary, which is one of the first things that appears in a business plan, be written last? [5]
8. Discuss the benefits of Intellectual Property for businesses. [5]
9. What are the key benefits of institutional support for entrepreneurs in Nepal? [5]
10. Define Corporate Social Responsibility (CSR) and explain its importance for businesses in Nepal. [2+3]

Section – C: Long Answer Questions

(3 × 10 = 30 Marks)

Answer any three questions:

11. "Entrepreneur and entrepreneurship are catalysts in the process of economic development of a country". Explain with examples. [10]
12. Discuss the problems faced by women entrepreneurs as being women? Suggest some ways to overcome those problems. [5+5]
13. Define entrepreneurial motivation and explain the Need for Achievement Theory of entrepreneurial motivation with relevant examples. [3+7]
14. Define a business plan, identify its primary readers, explain the reasons for preparing it, and discuss why some business plans fail. [2+1+3+4]
15. Explain the concept of intellectual property, describe the various types of intellectual property with examples, and discuss how an entrepreneur can protect these types of intellectual property. [3+4+3]

16. Read the following case and answer the questions that follow.

Case: Professor Mohammed Yunus's Innovation: Micro Credit

The outstanding fact: "Of the 40,000 crore annual rural demands, barely 2,000 crores is met by banks." The reasons are high interest rates, extraordinary practices, and demand for collaterals which the rural poor especially women cannot afford. The high interest burden builds up and up and more often than not results in the poor borrowers lose everything. This has kept the vicious circle of rural poverty on for decades.

This credit problem of rural poor was well realized by Prof. Mohammed Yunus during early eighties when he was teaching economics in the Chittagong University, Dhaka, Bangladesh. He began to think to change the financial status of the poor in the impoverished village Jobra in Bangladesh. Prof. Yunus started his experiment. He along with some students started giving small loans to the women of Jobra village to free them from paying interest on money borrowed from the village money lenders. He told the women to return his money whenever they could. Prof. Yunus found that these women were good borrowers. The money advanced to them changed their financial status and, in turn, life.

Being encouraged by his experiment, Prof. Yunus, in 1976, set up the Grameen Bank an altogether new system of extending credit to the very poorest in Bangladesh, particularly women, without collateral, thereby enabling them to start up small businesses. And, thus, was invented micro credit. Today, the Grameen Bank serves 6.5 million borrowers, 96 per cent of them women. The Grameen Bank micro credit system has been replicated in more than 40 countries, including India. Prof. Mohammed Yunus's invention of micro credit is duly recognized at the world level by awarding the micro credit the **Nobel Prize for Peace** for the year 2006.

Though Prof. Yunus is the Professor of Economics and his work i.e., micro credit is also to improve the economic conditions of the poor, he is given Nobel Prize for Peace. Prof. Yunus considers it quite appropriate as, he exhorts, economics and peace are interrelated because economics influences people's life and, in turn, peace. "Hunger is one of the main reasons of anarchy. If poverty can be reduced from society, peace will prevail. Our aim is to bring the poor out of poverty," says Prof. Yunus.

His Vision: "My dream is to build Bangladesh into a prosperous and poverty free nation. The aim of our micro credit mission is to slowly, but steadily, bring each and every single poor of Bangladesh out of poverty and enable them to lead normal life. We want to build a Bangladesh where someday the existence of poor people will be a matter of history or anthropological antiques of a museum." He finally says, "We (Bangladesh) have taken many things from the world, now we have given something to the world, a model to build a poverty-free society."

Questions:

- a. How did Prof. Mohammed Yunus recognize the credit problem in rural Bangladesh, and how did his innovative thinking lead to microcredit? [5]
- b. How did Prof. Yunus show risk-taking and determination when starting the Grameen Bank, and how did he overcome early challenges? [5]
- c. Discuss briefly Prof. Yunus long-term goals for Bangladesh and the impact of his vision on global poverty alleviation efforts. [5]