

Roll. No.

Question Booklet Number

O.M.R. Serial No.

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B.Com. (Hons.) (SEM.-VI) EXAMINATION, 2025-26

(NEP & BACK PAPER)

COMMERCE

(Entrepreneurship & Project Management)

Paper Code

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[CODE : BCH-604]

**Question Booklet
Series**

A

Time : 1 : 30 Hours

Max. Marks : 75

Instructions to the Examinee :

1. Do not open the booklet unless you are asked to do so.
2. The booklet contains 100 questions. Examinee is required to answer 75 questions in the OMR Answer-Sheet provided and not in the question booklet. All questions carry equal marks.
3. Examine the Booklet and the OMR Answer-Sheet very carefully before you proceed. Faulty question booklet due to missing or duplicate pages/questions or having any other discrepancy should be got immediately replaced.
4. Four alternative answers are mentioned for each question as - A, B, C & D in the booklet. The candidate has to choose the correct / answer and mark the same in the OMR Answer-Sheet as per the direction :

(Remaining instructions on last page)

परीक्षार्थियों के लिए निर्देश :

1. प्रश्न-पुस्तिका को तब तक न खोलें जब तक आपसे कहा न जाए।
2. प्रश्न-पुस्तिका में 100 प्रश्न हैं। परीक्षार्थी को 75 प्रश्नों को केवल दी गई OMR आन्सर-शीट पर ही हल करना है, प्रश्न-पुस्तिका पर नहीं। सभी प्रश्नों के अंक समान हैं।
3. प्रश्नों के उत्तर अंकित करने से पूर्व प्रश्न-पुस्तिका तथा OMR आन्सर-शीट को सावधानीपूर्वक देख लें। दोषपूर्ण प्रश्न-पुस्तिका जिसमें कुछ भाग छपने से छूट गए हों या प्रश्न एक से अधिक बार छप गए हों या उसमें किसी अन्य प्रकार की कमी हो, उसे तुरन्त बदल लें।
4. प्रश्न-पुस्तिका में प्रत्येक प्रश्न के चार सम्भावित उत्तर- A, B, C एवं D हैं। परीक्षार्थी को उन चारों विकल्पों में से सही उत्तर छॉटना है। उत्तर को OMR उत्तर-पत्रक में सम्बन्धित प्रश्न संख्या में निम्न प्रकार भरना है :

(शेष निर्देश अन्तिम पृष्ठ पर)

1. The word "Entrepreneur" is derived from which language?
 - (A) German
 - (B) French
 - (C) Latin
 - (D) Spanish
2. A business owner decides to start a solar panel installation company after noticing the rising demand for renewable energy. This shows:
 - (A) Ignoring market demand
 - (B) Opportunity recognition
 - (C) Lack of planning
 - (D) Random decision-making
3. Statement I: An entrepreneur organizes resources such as land, labor, capital, and technology.
Statement II: An entrepreneur avoids all types of risk in business activities.
 - (A) Both statements are true.
 - (B) Both statements are false.
 - (C) Statement I is true, Statement II is false.
 - (D) Statement I is false, Statement II is true.
4. Which of the following best describes entrepreneurship?
 - (A) Managing an existing business efficiently
 - (B) Creating and developing new business opportunities
 - (C) Following fixed procedures
 - (D) Supervising employees only
5. Managers differ from entrepreneurs because managers:
 - (A) Always start new ventures
 - (B) Focus on efficient use of resources
 - (C) Avoid planning
 - (D) Take unlimited risks
6. A company introduces eco-friendly packaging to attract environmentally conscious customers. This is an example of:
 - (A) Innovation entrepreneurship
 - (B) Risk avoidance
 - (C) Market exit
 - (D) Business failure
7. Statement I: Entrepreneurship involves identifying business opportunities and converting them into viable ventures.
Statement II: Entrepreneurship discourages innovation and creativity.
 - (A) Both statements are true.
 - (B) Both statements are false.
 - (C) Statement I is true, Statement II is false.
 - (D) Statement I is false, Statement II is true.
8. According to Joseph Schumpeter, an entrepreneur is mainly an:
 - (A) Innovator
 - (B) Manager
 - (C) Laborer
 - (D) Investor

9. Which of the following is a key characteristic of an entrepreneur?
- (A) Risk avoidance
 - (B) Innovation
 - (C) Laziness
 - (D) Dependence on others
10. Women entrepreneurship refers to:
- (A) Businesses owned and managed by women
 - (B) Business run only by men
 - (C) Government enterprises
 - (D) Family business only
11. A startup founder collects funds from friends, hires employees, and rents office space before launching the business. This stage of entrepreneurship is:
- (A) Opportunity identification
 - (B) Resources mobilization
 - (C) Business closure
 - (D) Marketing only
12. Which of the following promotes women entrepreneurship in India?
- (A) Government support schemes
 - (B) Financial assistance
 - (C) Skill development programs
 - (D) All of the above
13. Lack of technical knowledge among entrepreneurs leads to:
- (A) Operational problems
 - (B) Marketing advantages
 - (C) Increased profits
 - (D) Reduced risk
14. An entrepreneur is mainly responsible for:
- (A) Taking risks and organizing resources
 - (B) Only selling products
 - (C) Only purchasing goods
 - (D) Only managing workers
15. Statement I: The entrepreneurial process begins with identifying a business opportunity.
Statement II: The entrepreneurial process ends with mobilizing resources only.
- (A) Both statements are true.
 - (B) Both statements are false.
 - (C) Statement I is true, Statement II is false.
 - (D) Statement I is false, Statement II is true.
16. Which of the following is a common problem of women entrepreneurs?
- (A) Social barriers
 - (B) Lack of finance
 - (C) Limited mobility
 - (D) All of the above
17. A business owner decides to produce a new product after analyzing customer preferences and market trends. This reflects:
- (A) Strategic entrepreneurial decision
 - (B) Random action
 - (C) Government policy
 - (D) Labor management

18. A group of engineers start a technology startup after government launched the "Startup India" initiative. This reflects:
- (A) Government support for entrepreneurship
 - (B) Industrial decline
 - (C) Market monopoly
 - (D) Decrease in innovation
19. A small furniture manufacturer receives financial support and tax benefits from government schemes for small industries. This support comes under:
- (A) SSI policy
 - (B) Export policy
 - (C) Import policy
 - (D) Taxation policy
20. Which step comes after identifying an opportunity in the entrepreneurial process?
- (A) Business planning
 - (B) Business closure
 - (C) Selling assets
 - (D) Reducing investment
21. A manager in a company focuses on improving efficiency in production using existing resources. This role represents:
- (A) Entrepreneurship
 - (B) Management
 - (C) Innovation
 - (D) Risk-taking
22. Statement I: Entrepreneurs contribute to economic development by creating employment opportunities.
Statement II: Entrepreneurship reduces industrial growth.
- (A) Both statements are true.
 - (B) Both statements are false.
 - (C) Statement I is true, Statement II is false.
 - (D) Statement I is false, Statement II is true.
23. An entrepreneur sets up a food processing unit in a backward region, improving local income levels. This is refers:
- (A) Regional economic development
 - (B) Industrial decline
 - (C) Market failure
 - (D) Business closure
24. An entrepreneur from a community that values hard work and work and discipline establishes a successful manufacturing unit. According to Max Weber, this reflects:
- (A) Influence of social and cultural values
 - (B) Financial theory
 - (C) Government theory
 - (D) Technology theory

25. A startup fails to expand because it cannot obtain sufficient bank loans. This problem relates to:
- (A) Financial constraints
 - (B) Marketing advantage
 - (C) Technological strength
 - (D) Resources surplus
26. Entrepreneurship contributes to economic development through:
- (A) Job creation
 - (B) Innovation
 - (C) Wealth generation
 - (D) All of the above
27. Entrepreneurship in India has increased mainly due to:
- (A) Economic liberalization
 - (B) Government policies
 - (C) Technological growth
 - (D) All of the above
28. A rural area gets a new highway and electricity supply, Soon several small manufacturing units start operating there. This situation shows that entrepreneurship is encouraged by:
- (A) Infrastructure development
 - (B) Cultural traditions
 - (C) Religious values
 - (D) Population control
29. Statement I : The entrepreneurial process includes planning and launching a new venture.
- Statement II : Entrepreneurs do not need to plan before starting a business.
- (A) Both statements are true.
 - (B) Both statements are false.
 - (C) Statement I is true, Statement II is false.
 - (D) Statement I is false, Statement II is true.
30. The entrepreneurial process begins with:
- (A) Closing the business
 - (B) Identifying an opportunity
 - (C) Hiring employees
 - (D) Advertising products
31. PPP stands for:
- (A) Public Private Partnership
 - (B) Private Public Policy
 - (C) Public Product Plan
 - (D) Partnership Public Program
32. Which factor motivates entrepreneurial growth?
- (A) Availability of capital
 - (B) Market opportunities
 - (C) Government support
 - (D) All of the above

33. A small-scale entrepreneur receives training and subsidies from the government to expand production. This shows the objective of SSI policy to:
- (A) Promote small businesses
 - (B) Close industries
 - (C) Reduce employment
 - (D) Limit exports
34. An NGO provides microfinance and training to rural women to start handicraft businesses. This initiative supports:
- (A) Rural entrepreneurship development
 - (B) Industrial decline
 - (C) Market monopoly
 - (D) Import substitution
35. A women entrepreneur faces difficulty in expanding her business due to social restrictions and limited mobility. This problem relates to:
- (A) Social barriers in women entrepreneurship
 - (B) Technological progress
 - (C) Market advantage
 - (D) Production efficiency
36. A government collaborates with a private company to build an industrial park for startups. This model is known as:
- (A) Public-Private Partnership
 - (B) Government monopoly
 - (C) Private ownership only
 - (D) Cooperative farming
37. A PPP project builds a modern logistics hub that helps entrepreneurs transport goods efficiently. This demonstrates:
- (A) Infrastructure development through PPP
 - (B) Industrial decline
 - (C) Market stagnation
 - (D) Trade restriction
38. Which of the following benefits do entrepreneurs receive in SEZs?
- (A) Tax incentives
 - (B) Simplified regulations
 - (C) Better infrastructure
 - (D) All of the above
39. Which of the following best describes a project in management terms?
- (A) A routine and repetitive activity performed daily in an organization
 - (B) A temporary activity undertaken to create a unique product, service, or result within a defined time period
 - (C) A permanent organizational function aimed at maintaining operational efficiency
 - (D) A continuous process of managing employees in an organization

40. Financial appraisal of a project mainly refers to:
- (A) Studying the technical feasibility to the project
 - (B) Evaluating the financial viability and profitability of the project
 - (C) Analyzing employee performance in the project
 - (D) Measuring market demand only
41. Payback period method focuses on:
- (A) Liquidity of investment
 - (B) Profitability of project
 - (C) Social benefits
 - (D) Technical feasibility
42. The primary purpose of project planning is to:
- (A) Increase production capacity without analysis
 - (B) Achieve project objective efficiently using available resources
 - (C) Eliminate risks completely
 - (D) Avoid managerial control
43. A project manager studies possible uncertainties in cost and revenue before making a decision. This process is:
- (A) Risk analysis
 - (B) Technical analysis
 - (C) Market analysis
 - (D) Monitoring
44. The cost of a project includes:
- (A) Land and building cost
 - (B) Machinery and Equipment cost
 - (C) Working capital requirements
 - (D) All of the above
45. A business introduces a new product line of organic cosmetic in addition to existing products, This type of project is:
- (A) Replacement project
 - (B) Diversification project
 - (C) Welfare project
 - (D) Expansion project
46. A project manager reviews project progress every month to ensure targets are achieved. This activity is:
- (A) Implementation
 - (B) Monitoring
 - (C) Market analysis
 - (D) Social appraisal
47. A project is generally characterized by which of the following features?
- (A) Clearly defined objectives and limited duration
 - (B) Routine operational activities
 - (C) Lack of resources constraints
 - (D) Permanent organizational structure
48. Working capital requirement refers to:
- (A) Funds needed for day-to-day operations of the project
 - (B) Funds used to purchase land
 - (C) Funds used for advertising
 - (D) Funds used to pay dividends

49. Which of the following is considered a fixed asset cost in a project?
- (A) Raw materials
 - (B) Machinery and plant
 - (C) Salaries of workers
 - (D) Electricity expenses
50. The total project cost is calculated before:
- (A) Project appraisal and financing decisions
 - (B) Product sales
 - (C) Advertising campaign
 - (D) Recruitment process
51. Market analysis helps entrepreneurs to:
- (A) Identify customer needs and preferences
 - (B) Increase production cost
 - (C) Eliminate competition
 - (D) Avoid marketing strategies
52. Which of the following is part of technical analysis?
- (A) Demand forecasting
 - (B) Market segmentation
 - (C) Selection of machinery
 - (D) Consumer behavior study
53. Which of the following is considered a social benefit of industrial projects?
- (A) Job creation
 - (B) Skill development
 - (C) Infrastructure improvement
 - (D) All of the above
54. The purpose of financial planning is to:
- (A) Ensure availability of funds for project activities
 - (B) Increase production cost
 - (C) Eliminate market demand
 - (D) Avoid financial control
55. A balanced capital structure includes:
- (A) Proper mix of debt and equity
 - (B) Only equity capital
 - (C) Only bank loans
 - (D) Only government grants
56. Financial projections include:
- (A) Projected income statement
 - (B) Projected balance sheet
 - (C) Cash flow projections
 - (D) All of the above
57. The main objective of establishing SEZs in India is to:
- (A) Promote exports and industrial growth
 - (B) Reduce industrial production
 - (C) Limit foreign investment
 - (D) Reduce employment
58. Payback period is useful for:
- (A) Quick evaluation of investment recovery
 - (B) Market analysis
 - (C) Technical planning
 - (D) Social appraisal

59. Break-even analysis helps determine:
- (A) Level at which total revenue equals total cost
 - (B) Maximum profit
 - (C) Minimum demand
 - (D) Total investment
60. Cash flow statement shows:
- (A) Movement of cash inflows and outflows
 - (B) Marketing strategies
 - (C) Technical requirements
 - (D) Employee performance
61. Which of the following is not a category of project?
- (A) Expansion project
 - (B) Replacement project
 - (C) Diversification project
 - (D) Routine project
62. Which of the following financial methods is simplest to calculate?
- (A) NPV
 - (B) IRR
 - (C) Payback Period
 - (D) Discounted Cash Flow
63. Industrial projects mainly involves:
- (A) Manufacturing goods and products
 - (B) Providing financial services
 - (C) Conducting social surveys
 - (D) Promoting tourism activities
64. If NPV is positive, the project should be:
- (A) Accepted
 - (B) Rejected
 - (C) Ignored
 - (D) Postponed
65. A project manager compares expected profits with investment cost before approval. This process is called:
- (A) Financial appraisal
 - (B) Social appraisal
 - (C) Market survey
 - (D) Technical analysis
66. Which of the following is a major type of project appraisal?
- (A) Market appraisal
 - (B) Technical appraisal
 - (C) Social appraisal
 - (D) All of the above
67. Sensitivity analysis is used to:
- (A) Study effect of changes in variables on project outcomes
 - (B) Reduce labor cost
 - (C) Increase production capacity
 - (D) Eliminate risk completely
68. NPV is calculated by:
- (A) Discounting future cash flows to present value
 - (B) Summing total revenue
 - (C) Subtracting fixed cost
 - (D) Dividing profit by investment

69. Project scheduling helps:
- (A) Complete project within time
 - (B) Increase cost
 - (C) Reduce efficiency
 - (D) Eliminate planning
70. Which of the following is part of project monitoring?
- (A) Progress reports
 - (B) Performance evaluation
 - (C) Schedule checking
 - (D) All of the above
71. Infrastructure projects include the developments of:
- (A) Roads, bridges, and power plants
 - (B) Advertising campaigns
 - (C) Office managements systems
 - (D) Marketing research activities
72. Risk in project appraisal mainly arises due to:
- (A) Uncertain future cash flows
 - (B) Fixed investment
 - (C) Machinery installation
 - (D) Employee training
73. Risk management aims to:
- (A) Minimize project uncertainties
 - (B) Increase project cost
 - (C) Reduce profits
 - (D) Avoid project planning
74. Project monitoring ensures:
- (A) Progress of project according to plan
 - (B) Delay in project completion
 - (C) Reduction of profits
 - (D) Eliminations of resources
75. Matrix organization structure combines:
- (A) Functional and project organization structures
 - (B) Government and private organizations
 - (C) Marketing and production departments
 - (D) Financial and administrative departments
76. One of the major problems faced by entrepreneurs in the early stage of business is:
- (A) Excess profit
 - (B) Lack of finance
 - (C) Overproduction
 - (D) High exports
77. When entrepreneurs find it difficult to sell their products due to strong competition it is called:
- (A) Production problem
 - (B) Marketing problem
 - (C) Technical problem
 - (D) Financial problem

78. Entrepreneurs often difficulty in finding customers for new products due to:
- (A) Lack of demand information
 - (B) High production
 - (C) Excess capital
 - (D) Low labor
79. Which of the following is an important component of EDP?
- (A) Entrepreneurial training
 - (B) Export duties
 - (C) Import policies
 - (D) Political campaigns
80. Which form of project organization is characterized by strong department specialization?
- (A) Functional organization
 - (B) Projectized organization
 - (C) Matrix organization
 - (D) Line organization
81. Which of the following institutions supports entrepreneurship training in India?
- (A) EDII (Entrepreneurship Development Institute of India)
 - (B) NIESBUD
 - (C) MSME Development Institutes
 - (D) All of the above
82. Entrepreneurship Development Programmes mainly promote:
- (A) Self-employment
 - (B) Government employment
 - (C) Foreign employment
 - (D) Agricultural employment only
83. A textile company replaces old machines with modern automated machines to improve efficiency. This is known as:
- (A) Diversification projects
 - (B) Replacement projects
 - (C) Welfare projects
 - (D) Research projects
84. An entrepreneur estimates the cost of land, machinery, and working capital before starting a project. This is called:
- (A) Market analysis
 - (B) Cost of project estimation
 - (C) Social appraisal
 - (D) Risk analysis
85. A project aims to create employment opportunities in rural areas and improve living standards. This assessment relates to:
- (A) Market appraisal
 - (B) Technical appraisal
 - (C) Social appraisal
 - (D) Financial appraisal

86. NGOs promote entrepreneurship by:
- (A) Providing training
 - (B) Offering financial assistance
 - (C) Supporting small businesses
 - (D) All of the above
87. Which organization in India actively promotes EDP Identification, planning, execution?
- (A) Entrepreneurship Development Institute of India
 - (B) Reserve Bank of India
 - (C) Recruitments and training only
 - (D) Sales and distribution only
88. The stage in EDP where entrepreneurs receive training and guidance is called:
- (A) Pre-training stage
 - (B) Training stage
 - (C) Post-training stage
 - (D) Monitoring stage
89. Internal financing includes:
- (A) Retained earnings
 - (B) Share capital
 - (C) Bank loans
 - (D) Debentures
90. Feasibility study is conducted to:
- (A) Assess the viability of a proposed project
 - (B) Increase operational costs
 - (C) Reduce project scope
 - (D) Eliminate project planning
91. Debt financing refers to:
- (A) Borrowed funds such as loans and debentures
 - (B) Owner's capital
 - (C) Governmental subsidy
 - (D) Share capital only
92. A project requires ₹10 lakh investment and returns ₹2 lakh per year. The time required to recover the investment is called:
- (A) IRR
 - (B) Payback period
 - (C) ARR
 - (D) NPV
93. Project formulation refers to:
- (A) Developing a detailed plan for implementing the project
 - (B) Selling project product in the market
 - (C) Recruiting employees for the project
 - (D) Closing the project accounts

94. Averages Rate of Return (ARR) mainly measures:
- (A) Liquidity
 - (B) Profitability of investment
 - (C) Market demand
 - (D) Social benefit
95. Venture capital is mainly provided to:
- (A) High-risk startup businesses
 - (B) Government departments
 - (C) Agriculture workers
 - (D) Public transport companies
96. The Internal Rate of Return (IRR) is the rate at which:
- (A) NPV becomes zero
 - (B) Profit becomes maximum
 - (C) Cost becomes minimum
 - (D) Sales become highest
97. Sources of project ideas may include:
- (A) Market demand and technological innovation
 - (B) Government policies and incentives
 - (C) Entrepreneurial creativity
 - (D) All of the above
98. If the IRR of a project is higher than the cost of capital, the project should be:
- (A) Rejected
 - (B) Accepted
 - (C) Postponed
 - (D) Ignored
99. Which of the following is a sources of long-term finance?
- (A) Equity shares
 - (B) Debentures
 - (C) Bank loans
 - (D) All of the above
100. Which of the following is not included in project cost?
- (A) Cost of land and building
 - (B) Machinery cost
 - (C) Working capital
 - (D) Personal expenses of entrepreneur

Rough Work / रफ कार्य

Example :

Question :

Q.1 (A) ● (C) (D)

Q.2 (A) (B) ● (D)

Q.3 (A) ● (C) (D)

5. Each question carries equal marks. Marks will be awarded according to the number of correct answers you have.
6. All answers are to be given on OMR Answer Sheet only. Answers given anywhere other than the place specified in the answer sheet will not be considered valid.
7. Before writing anything on the OMR Answer Sheet, all the instructions given in it should be read carefully.
8. After the completion of the examination, candidates should leave the examination hall only after providing their OMR Answer Sheet to the invigilator. Candidate can carry their Question Booklet.
9. There will be no negative marking.
10. Rough work, if any, should be done on the blank pages provided for the purpose in the booklet.
11. To bring and use of log-book, calculator, pager & cellular phone in examination hall is prohibited.
12. In case of any difference found in English and Hindi version of the question, the English version of the question will be held authentic.

Impt. On opening the question booklet, first check that all the pages of the question booklet are printed properly. If there is any discrepancy in the question Booklet, then after showing it to the invigilator, get another question Booklet of the same series.

उदाहरण :

प्रश्न :

प्रश्न 1 (A) ● (C) (D)

प्रश्न 2 (A) (B) ● (D)

प्रश्न 3 (A) ● (C) (D)

5. प्रत्येक प्रश्न के अंक समान हैं। आपके जितने उत्तर सही होंगे, उन्हीं के अनुसार अंक प्रदान किये जायेंगे।
6. सभी उत्तर केवल ओ०एम०आर० उत्तर-पत्रक (OMR Answer Sheet) पर ही दिये जाने हैं। उत्तर-पत्रक में निर्धारित स्थान के अलावा अन्यत्र कहीं पर दिया गया उत्तर मान्य नहीं होगा।
7. ओ०एम०आर० उत्तर-पत्रक (OMR Answer Sheet) पर कुछ भी लिखने से पूर्व उसमें दिये गये सभी अनुदेशों को सावधानीपूर्वक पढ़ लिया जाये।
8. परीक्षा समाप्ति के उपरान्त परीक्षार्थी कक्ष निरीक्षक को अपनी OMR Answer Sheet उपलब्ध कराने के बाद ही परीक्षा कक्ष से प्रस्थान करें। परीक्षार्थी अपने साथ प्रश्न-पुस्तिका ले जा सकते हैं।
9. निगेटिव मार्किंग नहीं है।
10. कोई भी रफ कार्य, प्रश्न-पुस्तिका में, रफ-कार्य के लिए दिए खाली पेज पर ही किया जाना चाहिए।
11. परीक्षा-कक्ष में लॉग-बुक, कैल्कुलेटर, पेजर तथा सेल्युलर फोन ले जाना तथा उसका उपयोग करना वर्जित है।
12. प्रश्न के हिन्दी एवं अंग्रेजी रूपान्तरण में भिन्नता होने की दशा में प्रश्न का अंग्रेजी रूपान्तरण ही मान्य होगा।

महत्वपूर्ण: प्रश्नपुस्तिका खोलने पर प्रथमतः जाँच कर देख लें कि प्रश्नपुस्तिका के सभी पृष्ठ भलीभाँति छपे हुए हैं। यदि प्रश्नपुस्तिका में कोई कमी हो, तो कक्षनिरीक्षक को दिखाकर उसी सिरीज की दूसरी प्रश्नपुस्तिका प्राप्त कर लें।