

TIME :03 HRS

MAX MARKS:80

- N.B.**
1. Question No 1 is compulsory.
 2. Solve any three questions out of remaining five questions.
 3. Assume suitable data if necessary.
 4. Figures to right indicate marks.

Q. 1. Solve any **four** out of five. (4*5=20)

- a. List the different types of E-Commerce Models.
- b. Define the term “Entrepreneur” and list at least four roles of Entrepreneur.
- c. Explain the term Supply Chain Management.
- d. Explain the steps to be analyzed for planning a new venture.
- e. List the various techniques of motivation by Entrepreneurs for their Employees.

Q. 2. a) Enlist the different types of entrepreneurs with examples. (10)

b) Prepare a detailed step by step report on planning a new Venture.

Report should include choice of place of business and machinery, raw material and human resource procurement, production, marketing and sales. (10)

Q. 3. a) Describe the evolution, functions, and current trends of Customer Relationship Management. (10)

b) Explain the different types of Enterprises based on Ownership structure. (10)

Q. 4. a) Explain the different non-financial motivational techniques that can be used by Entrepreneurs to motivate their Employees. (10)

b) Briefly explain the different stages where Businesses can require need for financing. (10)

Q. 5. a) List the benefits of e-procurement and discuss the e-procurement chain. (10)

b) Explain briefly M-Commerce and E-Government type of business. (10)

Q. 6. a) Explain the term “Acquisition” and different ways of acquisition. (10)

b) Explain the features of a good business plan. (10)
