

JK Lakshmipat University Jaipur
INSTITUTE OF MANAGEMENT

End Term Examination, May 2022

BBA, Semester II, 2021-24

Roll No.....

ED1101: ENTREPRENEUR AND ENTREPRENEURSHIP

Time: 2 hours

Max. Marks: 30

Instructions to students:

1. Do not write anything other than your roll number on question paper.
2. The following questions are designed to assess "what you think", instead of "what you remember".

Please attempt them accordingly.

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- Q. 1. Hypothetically speaking, the Ministry of Skill Development and Entrepreneurship receives a proposal for implementing a policy that suggests "...all students enrolled in any undergraduate program with specialization in Entrepreneurship, should not be offered any placement services from the corresponding University at the end of the undergraduate program, in order to promote entrepreneurship and risk-taking". 7.0
(LO 1)

Given that you are enrolled in a specialization course in Entrepreneurship, you are asked to pen down a letter to the Ministry outlining your thoughts on the proposal, wherein you may decide to agree or disagree with the proposed policy.

What would your letter say?

- Q.2. a. Identify the problems you are facing while taking your exams. 7.0
(LO 3)
- What are the challenges you face while taking exams?
 - What could be improved in the way you and your classmates are assessed?
 - How can you improve the outcomes of examination?

b. Generate some product/service ideas based on your experiences with examinations over the years.

c. Can you get Universities to pay you for implementing these ideas? How?

- Q.3 You are on the selection jury for Global Entrepreneurship Awards 2022. You are required to suggest your nominations for the following award categories, along with reasons. 3.0
(LO 1,2)

Category 1 – Most Innovative Entrepreneur

Category 2 – Best Startup

Category 3 – Best Intrapreneur

Category 4 – Best Social Entrepreneur

Category 5 – Best Copy Cat / Imitator

Category 6 – Worst Failure (Startup or Entrepreneur)

Who would you nominate and why?

- Q.4. You are looking for a co-founder for your startup (which is at idea stage). Since no one in your friends and family could make the cut, you decided to get someone from the job market. 10 candidates applied on the first day. 10.0
(LO 1,2)

While you were interviewing them, your assistant was making notes of the conversation. When you look at the notes after the interviews were over, you realise that your assistant did not make complete notes. When asked about it, he said his pen started running out of ink, and since he didn't have any other pen available, he only noted down crucial statements made by the candidates, and that he was sure the notes were sufficient for you to hire the right candidate.

The notes made by your assistant are given as under. You are to use them to decide if you want to shortlist any of these candidates for the next round, or if you wish to reject any candidate at this stage.

Since you know how precious your time is, and how urgently you need a co-founder, you decide to select at most 5 people for the next round.

Whom would you shortlist, whom would you reject, and why?

- Candidate 1: "Deadlines exist for a reason. I believe you should only commit to things if you can follow through with it. Any assigned work should be completed on time and efficiently. It's important to take responsibility for your own actions and decisions if you want to make it in this world."
- Candidate 2: "Incompetence is rooted in lack of curiosity. I believe the only way you can be successful is if you continue learning every day. You're bound to be subjected to criticism sometimes, and you should always be willing to listen and grow from it."
- Candidate 3: "Communication is key. Success depends on one's ability to listen and be open with others. You need to deliver information in a clear, concise and positive manner. Fostering an environment that encourages ideas and thoughts is essential if you want to be at the top."
- Candidate 4: "I strive for success through relationship building. I believe in an open, hospitable and welcoming environment for all. You should treat people with a positive attitude, no matter what their background. Dignity, Trust and Respect take you a long way in the workplace."
- Candidate 5: "I decided very early on that I could only work for things that interest me. I don't understand how you could go to a job you don't love. Once you do, it doesn't matter how much you are paid, or how long you work for. The work itself is rewarding. It gives you a sense of purpose and a way to be a part of something bigger than yourself."
- Candidate 6: "Structure is everything. You need to map out your priorities and work towards them. All you need is a plan and some hands-on experience, minus the distractions. Success comes after you've put in the efforts."

- Candidate 7: "My strength lies in my ability to focus on the task at hand. Although I'm completely aware of my surroundings, I drown out the noises that are not related to my work. I prefer not making small talk with colleagues too much, or taking too many breaks. If I can concentrate, I can get any job done."
- Candidate 8: "The thing is, work has the capacity to distress you at every step if you let it. You need to know how to manage your stress level if you ever plan on going ahead with your career. That's what I try to do. I know there's no point in trying to control everything and that some things go wrong despite your best efforts. What you can control is how you act in the situation and how you resolve it."
- Candidate 9: "The human brain is amazing. It can achieve anything that it really wants to achieve. You just need to hone your skills with proper guidance. That's the only thing keeping you from success. You just need to be determined enough. I might not be the most talented employee, but I know my hard work can get me on that list."
- Candidate 10: "I believe in doing the right thing in a reliable way. You will never get in trouble if you're honest. My morals are my guiding principles and I advocate the same to others. I get the work done as honestly and as accurately as possible."

Q.5 Briefly explain the entrepreneurship process.

3.0
(LO3)

OR

Share the progress and future plans you have made on the idea you presented in the classroom.

