



Name:			
Enrolment No:			
UNIVERSITY OF PETROLEUM AND ENERGY STUDIES End Semester Examination, Dec 2024			
Course: Entrepreneurship Program: Int BBA-MBA (HRM) Course Code: UCIE8004		Semester: VII Time 03 hrs. Max. Marks: 100	
SECTION A Fill in The Blanks 10 Q X 2Marks =20Marks			
S. N.	Questions	Marks	CO
1	Which of the following is a characteristic of an entrepreneur? A) Risk-averse B) Innovation-driven C) Status quo seeker D) Dependence on others	[2]	CO1
2	Which type of entrepreneurship focuses on addressing societal and environmental challenges? A) Commercial entrepreneurship B) Social entrepreneurship C) Corporate entrepreneurship D) Technopreneurship	[2]	CO1
3	Intrapreneurship refers to A) Starting a new venture outside an organization B) Entrepreneurship within an existing organization C) International entrepreneurial ventures D) A small business operated by a single owner	[2]	CO1
4	Which of the following best describes a "unicorn" in entrepreneurship? A) A startup with a valuation exceeding \$1 billion B) A startup that fails in its first year C) A rare industry dominated by monopolies D) A company that is not technology-based	[2]	CO1
5	Which of the following is a key component of the entrepreneurial process? A) Following traditional methods B) Avoiding uncertainty C) Identifying opportunities D) Eliminating competition	[2]	CO1
6	What does MVP stand for in entrepreneurship? A) Maximum Venture Potential B) Minimal Viable Product C) Market Value Proposition D) Major Venture Planning	[2]	CO1
7	Angel investors typically provide funding in which stage of a startup? A) Pre-seed B) Growth	[2]	CO1

	C) Expansion D) IPO		
8	Which economic theory relates entrepreneurship to innovation? A) Schumpeter's theory B) Keynesian theory C) Ricardian theory D) Behavioral economics	[2]	CO1
9	The practice of financing a venture through small contributions from a large number of people is known as: A) Venture capital B) Crowdfunding C) Angel investing D) Bootstrapping	[2]	CO1
10	Which government initiative aims to promote entrepreneurship in India? A) Make in India B) Startup India C) Digital India D) Skill India	[2]	CO1
SECTION B 4Q X 5M= 20 Marks			
Q11	Critically Examine Schumpeterian Theory of Innovation in terms of Creative Destruction	[5]	CO2
Q12	What challenges do organizations face when attempting to implement innovation, and how can they overcome these challenges?	[5]	CO2
Q13	Compare and Contrast Blue Ocean Strategy with any other Strategy of Your choice. Provide examples.	[5]	CO2
Q14	How important is to measure an organization's innovativeness. How can firms measure the success of their innovation efforts?	[5]	CO2
SECTION-C 3Q X 10M=30 Marks			
Q15	What is Technopreneurship? Discuss its significance in the modern business landscape, citing examples of companies that exemplify this type of entrepreneurship.	[10]	CO3
Q16	What are the primary financial challenges faced by entrepreneurs in India? Discuss how issues like limited funding options, high interest rates, and lack of venture capital affect startups.	[10]	CO3
Q17	Compare objectives, challenges, and impacts on the Indian economy of A) Scalable Startup Entrepreneurship B) Social Entrepreneurship C) Intrapreneurship D) Agriculture Entrepreneurship Or What is green entrepreneurship, and how does it differ from traditional entrepreneurship? Provide examples to illustrate its significance. Analyze the challenges faced by green entrepreneurs in India. Suggest strategies to overcome these challenges and promote green businesses.	[10]	CO3
SECTION-D 2Q X 15M= 30 Marks			

	<p>Physics Wallah, founded by Alakh Pandey in 2014, revolutionized the Indian ed-tech space by providing affordable, high-quality education for students preparing for competitive exams like JEE and NEET. Initially gaining traction through YouTube videos, the platform differentiated itself by offering personalized learning, interactive content, and live doubt-solving sessions at a fraction of the cost of traditional coaching institutes. Despite facing challenges like high competition from giants such as Byju's and maintaining quality as it scaled, Physics Wallah's transparent approach, strong community engagement, and focus on creating effective learning experiences helped it grow rapidly, reaching millions of students across India. With its focus on sustainable growth and affordability, Physics Wallah proved that innovation, when coupled with a strong value proposition, can disrupt established industries and make quality education accessible to all.</p> <p>Questions:</p>		
Q-18	<p>Discuss how Physics wallah, in its journey, adapted its business model to stay ahead of competitors like Vedantu, Byzu and other local players. What strategic decisions were critical to Physics Wallah's ability to retain market leadership, and how could these decisions have been improved for even greater long-term success? Suggest some criticism for PW Business Model.</p>	[15]	CO4
Q-19	<p>Inspired by the success of PW, you wish to be an entrepreneur. Explain all the steps you will take for creating an EdTech startup</p> <p style="text-align: center;">Or</p> <p>Define rural entrepreneurship and discuss its significance in promoting inclusive economic growth in India. What are the key challenges faced by rural entrepreneurs in India? Discuss issues such as infrastructure, access to finance, and market linkages.</p>	[15]	CO4