CMR INSTITUTE OF TECHNOLOGY

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SCHEME OF EVALUATION
Internal Assessment Test 1

Sub:	Entrepreneurial Development							Code:	MBA**206**
Date:	**08/08/2025**	Duration:	**90 Mins**	Max Marks:	**50**	Sem:	**II**	Branch:	**MBA**
				SET- III					

		Marks	OBE CO	OBE RBT
	Part A - Answer Any Two Full Questions (2* 20 = 40 marks)			
1 (a)	**Write a short note on DIN, CIN, TAN, PAN, DSC.** **1. DIN (Director Identification Number)** A unique identification number allotted by the Ministry of Corporate Affairs (MCA) to an individual who wishes to become a director of a company. It is mandatory for appointment as a director in India. **2. CIN (Corporate Identity Number)** A unique 21-digit alphanumeric code assigned by the Registrar of Companies (RoC) to registered companies in India. It contains details such as listing status, industry code, state, year of incorporation, and registration number. **3. TAN (Tax Deduction and Collection Account Number)** A 10-digit alphanumeric number issued by the Income Tax Department to entities that are required to deduct or collect tax at source (TDS/TCS). **4. PAN (Permanent Account Number)** A 10-character alphanumeric code issued by the Income Tax Department to individuals and entities for tracking financial transactions and tax compliance. **5. DSC (Digital Signature Certificate)** An electronic form of signature issued by licensed certifying authorities to authenticate digital documents, filings, and online transactions, especially for MCA and Income Tax e-filing.	[03]	CO4	L2
(b)	**Explain the process of company incorporation.** ● Obtain DSC – For directors/subscribers to sign forms digitally. ● Apply for DIN – Through SPICe+ or separately for proposed directors. ● Name Reservation – Via SPICe+ Part A. ● Prepare Documents – MoA, AoA, ID/address proofs, NOC. ● File SPICe+ Part B – With e-MoA, e-AoA, PAN, TAN applications. ● Pay Fees & Stamp Duty – Online through MCA portal. ● ROC Verification – Registrar checks compliance. ● Certificate of Incorporation – Issued with CIN, PAN, TAN.	[07]	CO3	L2
(c)	Describe IDBI's role and functions. And explain how it is supporting Economic development.	[10]	CO5	L3

	Role: Established in 1964, IDBI promotes industrial and infrastructure growth through finance, consultancy, and institution-building. **Functions:** ● Provide loans, advances, and underwriting to industries. ● Refinance loans given by other financial institutions. ● Fund large projects and promote new institutions like SIDBI and NSE ● Offer technical and managerial consultancy. ● Economic Support: ● Boosts industrial growth and employment. ● Promotes regional development and entrepreneurship ● Supports export-oriented industries. ● Strengthens financial markets and infrastructure.			
2 (a)	What do you mean by Single Window system and explain advantages of it. A platform where businesses can get all approvals, registrations, and clearances in one place, avoiding multiple departments. **Advantages:** ● Saves time and cost ● Simplifies procedures ● Ensures transparency ● Improves departmental coordination ● Encourages entrepreneurship	[03]	CO3	L2
(b)	Discuss the objectives and need for the entrepreneurship programme. **Objectives:** ● Build entrepreneurial skills and mindset. ● Promote self-employment and innovation. ● Guide in business planning and management. **Need:** ● Reduce unemployment and boost economy. ● Encourage innovation and regional growth. ● Develop skills for sustainable ventures.	[07]	CO4	L3
(c)	Analyze the scope of digital entrepreneurship in India after the Digital India campaign. **Scope after Digital India:** ● Growth in e-commerce and digital payments. ● Boost to tech startups and online services. ● Rural entrepreneurs reaching wider markets. ● Opportunities in EdTech, HealthTech, AgriTech. ● Rise in freelancing, remote work, and global trade.	[10]	CO5	L5

3 (a)	What do you mean by Social Entrepreneurship and write about its importance. Social Entrepreneurship – Running ventures to solve social or environmental problems with sustainable models. **Importance:** ● Addresses social issues. ● Promotes inclusive growth. ● Encourages innovation. ● Empowers communities. ● Supports sustainable development.		CO3	L2
(b)	Explain the characteristics of LLP? Differences between Partnership business and LLP. **Characteristics of LLP:** ● Separate legal entity. ● Limited partner liability. ● Perpetual succession. ● Min. 2 partners, no max limit. ● Flexible management. ● Mandatory registration under LLP Act, 2008. **Partnership vs LLP:** ● **Legal Status:** Partnership – not separate; LLP – separate entity. ● **Liability:** Partnership – unlimited; LLP – limited. ● **Registration:** Partnership – optional; LLP – mandatory. ● **Succession:** Partnership – ends on partner exit; LLP – continues. ● **Partners:** Partnership – max 50; LLP – no limit. ● **Compliance:** Partnership – low; LLP – higher.	[07]	CO3	L3
(c)	Rural entrepreneurship Potential opportunities for rural entrepreneurship in India. **Rural Entrepreneurship** – Establishing and managing ventures in rural areas using local resources to meet local needs and generate income. **Potential Opportunities in India:** ● Agro-based industries – Food processing, dairy, poultry, organic farming. ● Handicrafts and handlooms – Traditional crafts, textile weaving. ● Rural tourism – Eco-tourism, homestays, cultural tourism. ● Renewable energy – Solar, biogas, and small-scale wind projects. ● Agri-tech services – Farm equipment rental, mobile advisory, irrigation solutions. ● E-commerce for rural products – Selling local goods online.	[10]	CO5	L4

	Skill-based services – Tailoring, carpentry, repair works.			
	Part B - Compulsory (01*10=10 marks) – CASE STUDY			
4	**Case Study:**			
	Sunil Jadhav, a traditional carpenter from a tribal region in Maharashtra, aspired to start his own wooden furniture unit. However, he lacked the capital and formal education to run a business. He came across a government-organized awareness camp by the District Industries Centre (DIC) where he learned about the Prime Minister's Employment Generation Programme (PMEGP). With the help of the local KVIC officer, he submitted a proposal and was sanctioned ₹5 lakhs (₹3 lakhs loan + ₹2 lakhs margin money subsidy). He underwent a 10-day Entrepreneurship Development Programme (EDP) organized by KVIC, which covered topics like pricing, marketing, accounting, and customer service. He used the funds to buy machines and raw materials and started manufacturing school benches and office furniture. Sunil hired five young locals and trained them in carpentry. Within two years, his enterprise began receiving bulk orders from schools and gram panchayats. He even opened a small showroom in a nearby town. His success attracted the attention of district officials, and he was invited to speak at PMEGP success story events. Sunil's case reflects the power of government funding, training, and local institutional support to drive rural entrepreneurship. Questions: • Analyze the different ways in which the PMEGP scheme supported Sunil's entrepreneurial venture. • Evaluate the effectiveness of entrepreneurship training (EDP) in improving the sustainability of rural enterprises like Sunil's. **1. PMEGP's Support to Sunil:** • **Finance:** ₹5 lakhs (₹3 lakhs loan + ₹2 lakhs subsidy) reduced capital burden. • **Guidance:** DIC and KVIC helped in proposal preparation • **Training:** EDP provided skills in pricing, marketing, accounting, and customer service. • **Employment:** Enabled hiring and training of five locals. **2. Effectiveness of EDP:** • Upgraded business and management skills. • Improved market reach and product range. • Ensured better financial control. • Led to expansion (showroom) and inspired others, proving long-term sustainability.	[10]	CO4	L5

Course Outcomes (COs)		PO1	PO2	PO3	PO4	PO5	PSO 1	PSO 2	PSO 3	PSO 4
CO1:	To display keen interest and orientation towards entrepreneurship, entrepreneurial opportunity Modules in order to setup a business and to think creatively.									
CO2:	To know about the various business models and B-Plans across Business sectors.									
CO3:	Able to understand the importance of marketing and different forms of businesses.									
CO4:	To become aware about various sources of funding and institutions supporting entrepreneurs.		1a,1b,	1c						
CO5:	To give awareness about legal aspects and ways to protect the ideas.			2a,2b		2c				
CO6:	To understand the ways of starting a company and to know how to foster their ideas.	3a, 3b			3c					

Cognitive level	KEYWORDS
L1 -Remember	list, define, tell, describe, recite, recall, identify, show, label, tabulate, quote, name, who, when, where, etc.
L2 - Understand	describe, explain, paraphrase, restate, associate, contrast, summarize, differentiate interpret, discuss
L3 - Apply	calculate, predict, apply, solve, illustrate, use, demonstrate, determine, model, experiment, show, examine, modify
L4 - Analyze	classify, outline, break down, categorize, analyze, diagram, illustrate, infer, select
L5 - Evaluate	asses, decide, choose, rank, grade, test, measure, defend, recommend, convince, select, judge, support, conclude, argue, justify, compare, summarize, evaluate
L6 - Create	design, formulate, build, invent, create, compose, generate, derive, modify, develop, integrate

PO1–*Theoretical Knowledge;* **PO2–***Foster Analytical and Critical Thinking Abilities for data based decision making;*
PO3– *Develop Value Based Leadership;* **PO4 –***Ability to Understand and communicate various business aspects to global;*
PO5 – *Ability to lead themselves and others in the achievement of organizational goals contributing effectively to a team environment;*
PSO1- *Comprehend Contemporary features of Business Management Science and its administration*
PSO2- *Analyze and interpret the dynamic situations for making Business Management strategies*
PSO3- *Handle responsibility with the ethical values for all actions undertaken by them*
PSO4- *Adapt and focus on achieving the organizational goal and objectives with complete zeal and commitment.*

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