

ALLAMA IQBAL OPEN UNIVERSITY

Level: Bachelor
Paper: Entrepreneurship (193)
Time Allowed: 03 Hours

Semester: Autumn 2009
Maximum Marks: 100
Pass Marks: 40

Note: ATTEMPT ANY FIVE QUESTIONS. ALL CARRY EQUAL MARKS.

- Q.1
Describe the entrepreneurial decision process with appropriate examples. (20)
- Q.2
Discuss the role of entrepreneurship in the economic development of a country. (20)
- Q.3
Describe the problems and barriers to international entrepreneurship and how to overcome these effectively. (20)
- Q.4
Discuss the scope and value of the business plan to investors, lenders, employees, suppliers, and customers. (20)
- Q.5
Describe the role of commercial banks in financing new ventures, the types of loans available, and bank lending decisions with examples. (20)
- Q.6
Where to look for (or how to create) possible growth opportunities? How people differences impact their intentions to grow a business? (20)
- Q.7
Explain how some entrepreneurs can turn bankruptcy into a successful business? Give appropriate examples. (20)
- Q.8
What are the different sources of ideas for new ventures? Describe the methods available for generating new venture ideas. (20)