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QUESTION BANK

Part-A

1. Entrepreneur
2. Entrepreneurial action
3. Entrepreneurial process
4. Opportunity identification
5. Window of opportunity
6. Casual process & effectuation process
7. Entrepreneurial mind set
8. Cognitive adaptability
9. How to achieve cognitive adaptability?
10. Loss orientation & restore orientation
11. Peer pressure
12. Business ethics
13. Innovation
14. Product evolution process
15. Iterative synthesis
16. Types of innovation
17. Entrepreneurial intentions
18. Entrepreneurial self-efficacy
19. Perceived desirability
20. Entrepreneur background and characteristics
21. Role models and support systems
22. Moral support network.
23. What do you understand by Balance of Trade?

24. Explain 'International Trade'.
25. What is meant by Forfeiting?
26. List out the schemes of ECGC.
27. What is meant by Spot prices?



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28. Explain FEMA.
29. What is meant by Bill of lading?
30. What do you understand by multi-model transport document?
31. What is DEPB? Briefly explain
32. Explain EPCG.
33. What is meant by International Trade?
34. Define Balance of payment.
35. What is pre shipment packing credit?
36. Define Incoterms.
37. What do you mean by letter of credit?
38. Differentiate between a Spot Market and Forward Market.
39. Write a note on currency swap.
40. Define Franco invoice.
41. What are softex forms?
42. What are FTWZs? 21. What do you mean by spot price and forward price?
43. Explain the term of Currency Options
44. What are the types of commercial documents?
45. Explain the term EPCG
46. What is Export Incentive?
47. List the types of Export Incentive
48. List the barriers to trade

49. What is meant by Forfeiting?
50. List out the schemes of ECGC.
51. What do you understand by Multi multi-model Transport document?
52. What is DEPB? Briefly explain

Part- B

1. "Entrepreneurs are made or born." Give your views.
2. Explain the role of culture in development of entrepreneurship.



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3. Explain various sources of finance for entrepreneurs in India?
4. Explain the concept, meaning and definition of entrepreneur and entrepreneurship.
5. Explain the Concept of intrapreneur.
6. Explain the Characteristics and qualities of entrepreneurs.
7. Write a note on Women entrepreneurs.
8. Explain the factors influencing entrepreneurial development.
9. Explain the role of the Entrepreneurial Development Programme (EDP) to manage the problems faced by entrepreneurs.
10. Explain the development of women entrepreneurs with reference to Self Help Groups
11. Give the case studies on takeover, mergers and acquisitions in India.
12. Write a note on sources and methods of Idea Generation
13. Explain the factors influencing project plan.
14. Explain the aspects and methods of Project Appraisal.
15. Write a note on Technological feasibility.

16. Explain the meaning, definition and evolution of Small and Medium Enterprises.
17. Explain the role and importance of Small and Medium Enterprises.
18. Explain the policies governing SMEs.
19. Explain the organizational structure of SMEs.
20. Explain SME funding i.e. sources of finance for SMEs
21. Describe the role of SIDBI in the development of SMEs.
22. Explain the Problems and prospects of SMEs.
23. What is the status of women entrepreneurs in contemporary business? Illustrate with examples.
24. What are the problems faced by Indian women entrepreneurs? Explain the strategies to be followed to make them competitive.
25. Explain the various type risks in business and measures to mitigate those.
26. Identify and explain the various reasons for the huge growth of the service sector in India.
27. Explain the different types of opportunities in service sector.
28. Explain the various types of ownerships available to entrepreneurs? Discuss each form in brief.



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29. What is the need and significance of entrepreneurship?
30. What are Small Scale Industries? Describe the role of Small-scale industries in Indian Economy.
31. Write the characteristics of a successful entrepreneur?
32. What is innovation? Why is it important in entrepreneurship? Describe a few ways to promote innovativeness in an organization.
33. Define the different techniques of project identification.
34. What are the personal selling and advertising?
36. What do you mean by business risk? Explain its causes.
37. Communication is a two-way process? Comment?
38. What is meant by Sole Proprietorship? Explain its characteristics?
39. What is financial planning? Explain its objectives?
41. What is working capital? Why is it important for any enterprise?
42. Explain the Social view of the business idea.
43. Explain the merits and demerits of various methods of corrective adverse balance of payment.
44. Explain the conditions under which International trade is possible and also explain its benefits.
45. Explain in detail the various financing methods for import of Capital goods.
46. Explain in detail the procedure for Import licencing.
47. Write short notes on deferred Payment terms.
48. Explain briefly the scope and functions of FOREX Management.
49. What are the various factors influencing exchange rates?
50. Explain in detail the various determinants of foreign exchange rate and forecasting.
51. List out and explain in detail the various Forms used in official documents of International trade.
52. Write a short notes on :
 - (i) Weight Certificate and Certificate of Origin
 - (ii) Commercial documents.



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53. Write Short notes on the following :

(i) Export Incentive and Legalised Invoice. (6)

(ii) Export promotions and COD Forms. (7)

54. What are the scope, functions and importance of export housing? Explain in detail.

55. Explain how international trade enhances the possibility of economic development in India.

56. State the functions of WTO.

57. What is the role played by ECGC to promote International trade?

58. Explain the various schemes offered by Export Credit Guarantee corporation to its exporters.

59. Explain about the procedure for collection of payment under Documents Against Payment and Documents Against Acceptance.

60. Explain the structure of foreign exchange market in the process of foreign currency conversion and the factors influencing Exchange rates.

61. What is FEMA? State its objectives. Explain how does the transition of FERA to FEMA take place.

62 State the various documents essential for Export Trade and briefly explain the purpose of each document.

63. Explain in detail about the transport documents used for International trade.

64. Explain why insurance policy is called as contract of insurance.

65. Explain in detail, about the various incentives available to the Indian exporters.

66. Write notes

(i) EPZ

(ii) SEZ

(iii) Export house

(iv) EQU



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57. Elaborate your comments of EXIM Policy
58. Elucidate in detail the functions of EPCG
59. Explain in detail the procedure for Import licencing.
60. Write short notes on deferred Payment terms. (6)
61. Explain briefly the scope and functions of FOREX Management.
62. What are the various factors influencing exchange rates? Explain.
63. Explain in detail the various determinants of foreign exchange rate and forecasting.
64. Write a short notes on :
 - (i) Weight Certificate and Certificate of Origin
 - (ii) Commercial documents.
65. Write Short notes on the following :
 - (i) Export Incentive and Legalised Invoice.
 - (ii) Export promotions and COD Forms.
66. What are the scope, functions and importance of export housing? Explain in detail.

PART C

1. Describe factors stimulating in Entrepreneurship.
2. Describe various schemes offered by IDBI, ICICI, and SIDBI to entrepreneurs.
3. Describe the role of DIC, SISI, EDII & NIESBUD in Entrepreneurship.
4. Explain the role of SIDBI and SISI in the development of SMEs.
5. Explain the Role of Central Government and State Government in Promoting Entrepreneurship.
6. “Determination of cost is an important function of an Entrepreneur”? Explain?
7. Elucidate the procedures followed for obtaining Import documents and list out the procedures for exporting of automobile spare parts to foreign countries.
8. Discuss the various tools used for hedging against exchange rate variations.



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- 9.State and explain the various components of Balance of Payments.
- 10.Suggest some measures to improve balance of payments in India.
- 11.Describe the various schemes that provide marketing assistance for promoting exports in India.
- 12.Discuss the role of EXIM Bank in Export and Import Business
- 13.Describe the various financing methods for Import of Capital Goods
- 14.Discuss the usage of various Export Trade documents
- 15.Elaborate the features of risk covering documents relating to Export and Import
- 16.Discuss the role of Govt organization for promoting exports.
- 17.Suggest the roles of SEZ and Export House in promoting exports.
- 18.Discuss the procedure for Pre-Shipment and Post Shipment finance

- 19.Describe with suitable examples about hedging in a forward market
- 20.Discuss the difference between EPZ and SEZ
- 21.Elucidate the procedures followed for obtaining Import documents and
- 22.List out the procedures for exporting of automobile spare parts to foreign countries.
- 23.Discuss the various tools used for hedging against exchange rate variations.
24. Discuss the barriers of international trade.