



Managing Start-Ups Question Bank

PART A

1. Define entrepreneurship in the context of new venture creation.
2. What is the primary focus of the Innovation Imperative?
3. Name any two driving forces that contribute to entrepreneurship according to force field analysis.
4. What is the purpose of brainstorming in idea generation?
5. Define the term "Sustainability" as it relates to entrepreneurship.
6. What does LOHAS stand for in the context of demographic changes?
7. Which Industrial Revolution is characterised by the use of steam power and mechanisation of production?
8. What is the key feature of Industry 4.0?
9. Name any two government initiatives that have promoted the Indian start-up ecosystem.
10. Define the term "Start-up" according to the course material.
11. What is bootstrapping in the context of start-up financing?
12. Name the three main types of capital raising mentioned in the course material.
13. What is the primary purpose of a business process map?
14. Define equity financing.
15. What is the current corporate tax rate for domestic companies in India?



16. What does GST stand for?
17. Name any one component of financial feasibility analysis.
18. What is the purpose of gap analysis in idea generation?
19. Which Act governs the registration of private limited companies in India?
20. What is the full form of DEDS scheme?
21. What is the primary advantage of debt financing over equity financing?
22. Define crowdfunding.
23. What is a strategic alliance?
24. Name any one type of feasibility analysis mentioned in the course material.
25. What is venture capital financing?
26. What does CAC stand for in start-up financial metrics?
27. What is the Rule of 40 used for?
28. Define the term "burn rate."
29. What is the purpose of a red herring prospectus in an IPO?
30. Name any one unique funding challenge faced by high-tech ventures in India.
31. What is the primary focus during the growth stage of a new venture?
32. Name any one reason for new venture failure.
33. Define the term "value creation" in the context of management.
34. What is the first stage in the five-stage model of venture growth?



35. What does MBO stand for in the context of exit strategies?
36. Name any one leadership skill essential for entrepreneurs.
37. What is the purpose of force field analysis in entrepreneurship?
38. Define organisational effectiveness.
39. What is the role of incubators in supporting start-up growth?
40. Name any one government initiative supporting start-up growth in India.
41. What does IBC stand for?
42. Define liquidation in the context of start-ups.
43. What is the most common exit strategy for Indian start-ups?
44. What does IPO stand for?
45. Name the two main stock exchanges in India.
46. What is voluntary liquidation?
47. Define the term "acqui hiring."
48. What is a management buyout?
49. Name any one alternative to the IBC process for start-up closure.
50. What is the purpose of a lock-in period post-IPO?

PART B

1. Explain the relationship between innovation and entrepreneurship according to various researchers.
2. Describe the four basic principles of effective brainstorming.



3. Explain any five sources of entrepreneurial opportunities.
4. Discuss the concept of "Out of the Box Thinking" with suitable examples.
5. Explain the First and Second Industrial Revolutions and their impact on entrepreneurship.
6. Describe any five emerging trends in the Indian start-up ecosystem.
7. Explain the concept of force field analysis and its application in entrepreneurship.
8. Discuss any five biases that affect opportunity recognition.
9. Explain the Six Forces of Change affecting start-ups.
10. Describe the importance of idea generation with suitable examples from Indian entrepreneurs.
11. Explain the steps involved in calculating start-up capital requirements.
12. Describe the importance of constructing a business process map for new ventures.
13. Explain the concept of positioning a venture in the value chain.
14. Discuss any five start-up financial metrics and their significance.
15. Explain the difference between direct and indirect taxes with examples.
16. Describe the legal environment opportunities and challenges for start-ups in India.
17. Explain the various approvals required for new ventures in India.
18. Discuss the importance of developing financial assumptions for new businesses.



19. Explain the concept of feasibility analysis and its components.
20. Describe any five launch strategies to reduce risks in start-ups.
21. Compare and contrast equity financing and debt financing for start-ups.
22. Explain the advantages and disadvantages of bootstrapping.
23. Describe the capital raising process for start-ups in detail.
24. Explain the concept of crowdfunding and its suitability for start-ups.
25. Discuss the unique funding issues faced by high-tech ventures in India.
26. Explain the importance of financial feasibility analysis for new ventures.
27. Describe the various types of innovation mentioned in the course material.
28. Explain the guidelines for writing a feasibility study.
29. Discuss the role of strategic alliances in funding start-ups.
30. Explain any five alternative ways of raising capital for businesses.
31. Explain the four-stage model of growth in a new venture.
32. Discuss any five reasons for new venture failures.
33. Explain how start-ups can grow within their industry.
34. Describe the management skills essential for entrepreneurs.
35. Explain the concept of managing for value creation.
36. Discuss the strategies for scaling new ventures.
37. Explain how start-ups can prepare for change whilst scaling.
38. Describe the importance of leadership succession in start-ups.



39. Explain the support systems available for the growth of new ventures in India.
40. Discuss the concept of sustainability in new ventures.
41. Explain the process of dealing with bankruptcy under the IBC in India.
42. Describe the various exit strategies available for Indian start-ups.
43. Explain the concept of "cashing out but staying in" during an acquisition.
44. Describe the pre-IPO processes for Indian start-ups.
45. Explain the voluntary liquidation process for start-ups in India.
46. Discuss the key considerations when selling a business in India.
47. Explain the advantages and disadvantages of going public through an IPO.
48. Describe the role of business brokers in selling businesses.
49. Explain the alternatives to the IBC process for start-up closure.
50. Discuss the importance of choosing the right exit strategy for start-ups.

PART C

1. "Innovation is at the heart of entrepreneurship activity." Critically analyse this statement with reference to the views of different authors on innovation versus entrepreneurship.
2. Discuss in detail the various idea generation techniques available to entrepreneurs. Explain how these techniques can be effectively applied in the Indian context.



3. Explain comprehensively the eight sources of entrepreneurial opportunities identified by Peter Drucker. Provide relevant examples for each source.
4. Trace the evolution of the four Industrial Revolutions and analyse their impact on entrepreneurship and innovation. How has Industry 4.0 transformed the manufacturing environment?
5. Critically examine the rise of the start-up economy in India. Discuss the factors that have contributed to this growth and the emerging trends in the Indian start-up ecosystem.
6. Explain the Opportunity Recognition Process Model. Discuss the various biases and pitfalls that entrepreneurs face during opportunity recognition.
7. Compare and contrast the concepts of Entrepreneurial Ecosystem, Industrial District, Cluster, and Innovation System. Explain the key differences in their approach, role of knowledge, and locus of action.
8. Discuss the entrepreneurial scene in India, focusing on the changed scenario and future prospects. How has the ecosystem evolved from family businesses to young non-business background entrepreneurs?
9. Explain the concept of MSME and discuss the government initiatives that have been launched to promote entrepreneurship and support start-ups in India.
10. Analyse the importance of innovation in entrepreneurship. Discuss how entrepreneurs can develop "out of the box thinking" to identify and capitalise on opportunities.



11. Explain in detail the steps involved in calculating start-up capital requirements. How can entrepreneurs develop accurate financial assumptions for their new ventures?
12. Discuss comprehensively the legal environment for start-ups in India. Analyse both the opportunities and challenges that entrepreneurs face in navigating this landscape.
13. Explain the importance of constructing a business process map for new ventures. Describe the detailed steps involved in creating an effective process map.
14. Critically analyse the various start-up financial metrics. How can these metrics help entrepreneurs make informed decisions and attract investors?
15. Compare and contrast direct and indirect taxes in India. Explain how these taxes impact start-up operations and financial planning.
16. Discuss in detail the various approvals and licences required for new ventures in India. How can entrepreneurs navigate this regulatory environment effectively?
17. Explain the concept of positioning a venture in the value chain. Discuss how start-ups can leverage their unique position to attract investors and achieve sustainable growth.
18. Analyse the importance of feasibility analysis for new ventures. Discuss the critical issues that need to be considered in financial feasibility analysis.
19. Explain comprehensively the launch strategies that entrepreneurs can adopt to reduce risks in their start-ups. Provide relevant examples for each strategy.



20. Discuss the various government initiatives and schemes available to support start-ups in India. How effective have these initiatives been in promoting entrepreneurship?
21. Compare and contrast the various sources of funding available to start-ups in India. Discuss the advantages and disadvantages of equity financing, debt financing, and bootstrapping.
22. Explain in detail the capital raising process for start-ups. Discuss the challenges that Indian entrepreneurs face in securing funding and how they can overcome these challenges.
23. Critically analyse the concept of crowdfunding as a financing option for start-ups. Discuss its suitability, advantages, and limitations in the Indian context.
24. Discuss comprehensively the unique funding issues faced by high-tech ventures in India. How can these ventures overcome the challenges and secure adequate funding?
25. Explain the importance of financial feasibility analysis in evaluating business ideas. Discuss the three critical aspects of financial feasibility analysis in detail.
26. Analyse the role of strategic alliances in funding and growing start-ups. Discuss the advantages and disadvantages of this approach with relevant examples.
27. Explain in detail the guidelines for writing a comprehensive feasibility study. How can entrepreneurs ensure that their feasibility study addresses all critical aspects?



28. Discuss the various alternative ways of raising capital for businesses beyond traditional funding sources. Analyse their suitability for different types of start-ups.
29. Compare and contrast the concepts of equity financing and debt financing. In what situations would each be more appropriate for a start-up?
30. Critically evaluate the funding landscape for start-ups in India. Discuss how the ecosystem has evolved and what improvements are still needed.
31. Explain comprehensively the various stages of growth in a new venture using both the four-stage and five-stage models. Discuss the challenges faced at each stage.
32. Critically analyse the reasons for new venture failures. Discuss strategies that entrepreneurs can adopt to avoid these pitfalls and increase their chances of success.
33. Discuss in detail how start-ups can grow within their industry. Explain the competition-focused, collaboration-focused, and resource-focused growth strategies with relevant examples.
34. Explain the management skills essential for entrepreneurs. How can these skills contribute to value creation in start-ups?
35. Discuss comprehensively the concept of scaling new ventures. What are the key considerations and strategies for successful scaling?
36. Analyse how start-ups can prepare for change whilst scaling. Discuss the importance of building a culture of adaptability and developing change management capabilities.



37. Explain the importance of leadership succession in scaling new ventures.
Discuss the challenges in the Indian context and best practices for effective succession planning.
38. Critically examine the support systems available for the growth of new ventures in India. How effective are these systems in promoting start-up survival and growth?
39. Discuss the concept of sustainability in new ventures. How can Indian start-ups build sustainable business models that balance financial, operational, and environmental considerations?
40. Explain comprehensively how start-ups can create and sustain an enterprising model whilst achieving organisational effectiveness. Discuss with reference to the Indian start-up ecosystem.
41. Explain in detail the process of dealing with bankruptcy under the Insolvency and Bankruptcy Code (IBC) in India. Discuss the various stages and possible outcomes of the insolvency resolution process.
42. Critically analyse the various exit strategies available for Indian start-ups.
Discuss the factors that entrepreneurs should consider when choosing an appropriate exit strategy.
43. Explain the concept of "cashing out but staying in" during an acquisition.
Discuss the advantages, disadvantages, and situations where this strategy might be suitable for Indian start-ups.
44. Discuss comprehensively the process of taking a start-up public through an Initial Public Offering (IPO) in India. Explain the preparation, pre-IPO processes, and considerations for Indian start-ups.



45. Explain in detail the voluntary liquidation process for start-ups in India.
Discuss the steps involved and the considerations that entrepreneurs need to keep in mind.
46. Critically evaluate the various channels available for selling businesses in India, both offline and online. Discuss the key considerations that entrepreneurs should keep in mind during the sale process.
47. Compare and contrast the different exit strategies such as acquisition, merger, IPO, secondary sale, and management buyout. Discuss their suitability for different types of start-ups.
48. Discuss the alternatives to the IBC process for start-up closure in India.
When would these alternatives be more appropriate than formal bankruptcy proceedings?
49. Analyse the importance of planning for harvest and exit from the early stages of a start-up. How can entrepreneurs maximise value for all stakeholders through effective exit planning?
50. Critically examine the role of legal and financial advisors in exit planning and execution. Discuss the regulatory and tax implications that need to be considered during exit in the Indian context.