

**M.S.W. DEGREE EXAMINATION, NOVEMBER 2016**  
**SOCIAL WORK**  
**THIRD SEMESTER**

**COURSE : ELECTIVE**  
**PAPER : SOCIAL ENTREPRENEURSHIP**  
**TIME : 3 HOURS**

**MAX. MARKS: 100**

**SECTION – A**

**ANSWER ALL QUESTIONS. EACH ANSWER SHOULD NOT EXCEED 50 WORDS: ( 10 x 2 = 20 )**

1. Define Entrepreneurship.
2. List out the broad categories of Entrepreneurial functions.
3. What do you mean by Outsourcing?
4. What is the Meaning of Market Segmentation?
5. What are the common methods adopted for Needs Assessment?
6. Who is a Social Entrepreneur?
7. What is the importance of Book Keeping?
8. Give an example of Entrepreneur support model.
9. What is the significance of 4 ‘P’ of Marketing?
10. Mention any five support institutions for Social Enterprise.

**SECTION – B**

**ANSWER ANY FOUR QUESTIONS. EACH ANSWER SHOULD NOT EXCEED 600 WORDS: ( 4 x 10 = 40 )**

11. Bring out the importance of Entrepreneurship.
12. Describe the different types of Entrepreneurs.
13. Highlight the factors responsible for Entrepreneurial Motivation.
14. How does electronic media / social media promote entrepreneurial activities.
15. What are the different types of Fee-for-Service programmes?
16. Write briefly about the objectives of Financial Management.

**SECTION – C**

**ANSWER ANY TWO QUESTIONS. EACH ANSWER SHOULD NOT EXCEED 1200 WORDS: ( 2 x 20 = 40 )**

17. Elucidate the characteristics / qualities of a successful Entrepreneur.
18. Discuss The Role of Entrepreneurship in Economic Development.
19. Bring out a detailed business plan with all the necessary inputs for an entrepreneurial venture.
20. Explain in detail Maslow’s needs hierarchy theory in relation to Achievement Motivation.

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