

Program: BScTE, 1<sup>st</sup> Semester  
Semester: Winter

Date: 23 December 2023 (Saturday)  
Time: 09:00 am – 12:00 pm

**ISLAMIC UNIVERSITY OF TECHNOLOGY (IUT)**  
ORGANISATION OF ISLAMIC COOPERATION (OIC)  
**DEPARTMENT OF TECHNICAL AND VOCATIONAL EDUCATION (TVE)**

**Examination:** Final Semester Examination  
**Course Number:** TVE 4139  
**Course Title:** Entrepreneurship in TVET

**Academic Year:** 2022 - 2023  
**Full Marks:** 150  
**Time:** 3 Hours

There are 8 (eight) questions. Answer 6 (six) questions. Questions 7 (seven) and 8 (eight) are compulsory. The symbols have their usual meaning.

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|----|----|---|----|-----|---------------|
| 1. | a) | According to Timmons (1994), Entrepreneurship is “the process of creating or seizing an opportunity and pursuing it regardless of the resources currently controlled.” What is your understanding of this definition?   | 05 | CO1 | PO10          |
|    | b) | One of the main entrepreneurial traits is <b>innovation</b> . Using examples, demonstrate how this trait can help new entrepreneurs to be successful.   | 10 |     |               |
|    | c) | Can entrepreneurship be taught, or is it an innate skill? Discuss the role of TVET educational institutions in fostering entrepreneurship among their graduates.  | 10 |     |               |
| 2. | a) | Describe the steps entrepreneurial process from idea generation to business launch.   | 15 |     |               |
|    | b) | Entrepreneurship plays a significant role in social development. Mention 5 (five) entrepreneurial ventures that have played an important role in the communities where they were implemented.   | 10 | CO1 | PO10          |
| 3. | a) | Identify a successful entrepreneur from the past who faced significant adversity or failures before achieving success. What lessons can be learned from their resilience and ability to overcome obstacles?   | 10 |     |               |
|    | b) | Who is the entrepreneur who fascinates you the most in your country? Why?   | 05 | CO2 | PO10          |
|    | c) | Considering the successes other TVET graduates have had in the entrepreneurship, will you consider it as a career path after your graduation? Support your answer with relevant examples.   | 10 |     |               |
| 4. | a) | How do TVET institutions achieve the goal of employability? Mention four (4) other goals of the TVET sector.  | 10 |     |               |
|    | b) | Entrepreneurship development through TVET can be achieved through various means. Explain the role of ‘ <b>Skill Acquisition</b> ’ and ‘ <b>Incubation and Mentorship</b> ’ in achieving entrepreneurship development using TVET institutions.   | 15 | CO2 | PO10          |
| 5. | a) | Is Social Entrepreneurship the same as Non-profit organization? Justify your answer.  | 07 | CO3 | PO9/<br>PO10  |
|    | b) | Briefly, explain the 6 P’s of social entrepreneurial enterprises.   | 18 |     |               |
| 6. | a) | What is a business plan? Differentiate Business Plan from Business Proposal.  | 08 |     |               |
|    | b) | As an aspiring entrepreneur, why would you need to write a Business Plan?   | 07 | CO3 | PO9/<br>PO10  |
|    | c) | Name the 10 key features that must be included in a Business Plan.  | 10 |     |               |
| 7. |    | Design a comprehensive business plan for a new venture of your choice. It must include key elements such as company description, business opportunity, target market, marketing plan, financial projections, and any innovative features that set your business apart. Demonstrate a clear understanding of industry trends, potential challenges, and sustainable growth strategies. Your business plan should reflect a strategic approach to ensure the success of your venture. | 25 | CO3 | PO9/<br>PO10  |
| 8. | a) | Define small and medium enterprises (SMEs) according to the Bangladeshi perspective. Your definition should consider business sectors such as service, business, and industrial.  | 07 |     |               |
|    | b) | What role do SMEs play in the economic development of your country?   | 03 | CO4 | PO10/<br>PO11 |
|    | c) | Explain 3 key challenges that the SMEs of your country are facing and propose potential solutions to those challenges.  | 15 |     |               |