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IV Semester M.B.A. (Day) Degree Examination, October - 2021**MANAGEMENT****Entrepreneurial Finance****(CBCS Scheme - 2019-20)****Paper - 4.5.3****Time : 3 Hours****Maximum Marks : 70****SECTION - A**Answer any **FIVE** questions, each carries **5** marks.**(5×5=25)**

1. Explain in Brief about the importance and Applications of Entrepreneurial Finance.
2. Write a short note on the sources of Business Plan Development.
3. Discuss in brief about the Challenges Faced for issuing Finance for START - UPS.
4. Discuss the factors contributing to successful implementation of business plan.
5. Write a short note on
 - a. Financial Projections.
 - b. Investment Expectations.
6. Explain the Application of Angel and Venture Capitalists in Business.
7. Write a Short note on the importance of Exit Strategy.

SECTION - BAnswer any **THREE** questions, each carries **10** marks.**(3×10=30)**

8. Explain in brief about the need for International Collaborations to raise capital for Business.
9. Discuss in brief about the difference Options for exists in business.

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10. Write a short note on : On Going Finance of Small Firms.
11. Write a short note on the “Time Series Perspective on Credit Availability and its cost for START - UPS”.

SECTION - C

Compulsory Question.

(1×15=15)

12. Case Study :

M. Thiagarajan, a pilot, was just 27 when he floated Paramount Airways, based out of Madurai, which launched commercial flights on 19th October 2005. This makes Thiagarajan the youngest airline CEO in the world. At the moment, Paramount Airways operates only in the south. Next year, Thiagarajan wants to launch it in the West. Two years after that, in 2008, he plans to enter the North and the East. We want to dominate the West by 2009 and become a national player by 2011', he says. A business management graduate, he entered the family business as a third generation entrepreneur and established his own Paramount Mills before starting the aviation business. If the low - profile entrepreneur has donned as aggressive profile, it is because 'we were making the right kind of noise and we are now leaders with 26 percent market share in the south Indian market', Thiagarajan says. 'Now it is time to have a presence in western and central India'. Thiagarajan may have eschewed a less - than flamboyant lifestyle in his personal life, but where Paramount Airways is concerned, he chose a 'high - value carrier business model targeting the premium segment of customers with a business ad first class configuration' using Brazil - made Embraer aircraft. More recently, Delhi - wk 7 3J1147 based MDLR Airlines has chosen to follow the model with an exclusive business class configuration.

Questions :

- A. What are the typical traits of an entrepreneur that can be observed in M. Thiagarajan?
- B. What do you see as the reason for the success of Paramount Airways?
- C. What kind of behaviour does M. Thiagarajan Posses?