# ANJUMAN ARTS, SCIENCE, COMMERCE COLLEGE

# AND P.G. CENTRE, BHATKAL

# COMMERCE PROJECT WORK

2022-2023

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| Class | B.com II Sem |

# ANJUMAN ARTS, SCIENCE, COMMERCE COLLEGE AND P.G. CENTRE, BHATKAL.

## DEPARTMENT OF COMMERCE

## CERTIFICATE

This is to certify that Mr./~~Miss.~~ Mohammed Usama is the bonafied student of our college studying B.Com II semester has carried out field visit as prescribed by the syllabus Karnatak University Dharwad & submitted the report for the partial fulfilment of **Entrepreneurship** for the academic year 2022-2023

Staff member in charge

Head of the Department

University Seat No. U02JK22C0047

Examiners 1)

Examiners 2)

Valued

1) Explain the charecterisric of successful entrepreneur?

-> Here are six characteristics of successful entrepreneur:-

1. * Visionary Thinking *. They possess a clear vision of what they want to achieve and are able to articulate it ~~Uncertain~~ convincingly.

2.* Risk-taking *. They are willing to take calculate risks and make decisions in uncertain situations.

3* Resilience *. The bounce back from setbacks and failures, learning from them rather than being deterred.

4*. Adaptability *. They can quickly adjust their strategies in response to changing market conditions or unexpected challenges.

5*. Leadership *. They inspire and motivate others whether its their team, partners, or customers.

6*. Passion and Commitment *. They are deeply passionate about their work and are committed to their ~~work~~ Vision through to fruition, often going above and beyond to achieve success.

2) Identify the business opportunities for the following?

A) Ban on plastic bages.

B) Frequent power failure.

C) Stressful life.

D) Your city is known for its scenic beauty.

A) Ban on plastic bags.

Alternative Bag production: Businesses can focus on manufacturing and supplying reusable bags made from materials like cloth, jute, or biodegradable plastics. This Sector has seen growth as retailers and consumers shift away from single-use plastics.

Innovative pakkaging Solutions:

companies can develop new packaging materials and Solution that are eco-friendly and comply with regulations. This includes biodegradable films, compostable packaging and reusable containers.

B) Frequent power failure:

Backup Power Solution: Business can capitalize on the need for reliable power by offering backup solution such as generators, Uninterruptible power supply (ups) systems and solar power systems with battery backup.

Energy storage Solution: Developing or selling energy storage systems that can store excess energy during times of power availability (like when that grid is up) and release it during outages can be lucrative. This includes technologies like battery storage solutions.

C) stressful life.

Wellness and metal Health services:-

There's a growing demand for services that promote mental and emotional well-being such as counselling, therapy, mindfulness training, meditation apps and stress management workshops.

Healthcare and pharmaceuticals:-

Stress-related illnesses like anxiety and insomnia increase the demand for pharmaceuticals and healthcare services. Businesses in Pharmaceuticals, healthcare facilities and Wellness clinics can cater to this demand.

D) Youre city is known for its scenic beauty.

Tourism and Hospitality: Hotels, resorts, bed and breakfasts, and Vacation rentals can thrive by offering accommodations with scenics views. Tour operators and travel agencies showcasing the city's natural beauty.

outdoor Recreation and Adventure:

Business offering outdoor activities such as hiking tours, biking rentals water sports (kayaking, paddle boarding) and guided nature walks can attract adventures and nature enthusiasts.

5*. Elaboration *. In this stage the idea is refined and developed further. Details are fleshed out, connections are made and the concept is shaped into a more concrete form.

6*. Verification *. The final stage involves testing and verifying the idea or solution. This may include prototyping experimentation feedback gathering and making necessary adjustment based on results.

4) Explain the role of an Entrepreneur in economic development?

→ Entrepreneurs play a crucial role in economic development through various contributions.

(i) Innovation and Creativity :- Enterpreneurship often the drillering forcess behind the innovation as they are often the driving willing to take risk and try new things.

(ii) Job Creation : Entrepreneurship is a key driver of job creation and india but more jobs to adress its high leavels of unemployment.

iii) Economic Growth : Entrepreneurship can drive Economic growth by creating new business and Expending existing onces This can lead to increased producting. higher growth and more opportunities. for environment.

(iv) Inclusive Growth :- Entrepreneurship can contrebute to inclose growth by providing opportunities for people all backgears and communications.

(v) Global Competivities : Entrepreneurship can help made to become more compitative in the Global market place by ecourging innoviting promit new business and festering a cultural of Enterpreurship.

(vi) Promoting of Exports :- Entrepreneurs can also play a significan role in promoting exports by Developing new products and securities must cater to international markets. They can identify market opportunities invention research and Development and output innovate buliness modles tomeet the demands of globale Customers.

5) Differenciate between enterprencur and intoeprencur:-

| Points : | Entrepreneur | intrepreneur |
| --- | --- | --- |
| Risk :- | Entrepreneur typically take more risk then intrepreneurs as they are starting someting new | intrapreneurs may still face some risk but they are general epaing with the safty net. |
| Motivation :- | This have typically dicision by a desine to create somding new and build there own business. | intrapreneur may be motivated by a desire to make difference within a existing againstion. |
| Controll : | This have complete controll over their business in the divedior it takes | In this may have more freedom than traditional employees but not as Entreprene |
| Ownership : | In this typically own their own business and have greater stake in sourcess. | This is have to more within the pushed decision making structure. |
| Disision Making : | This have complete controll over decision making in their business | Intrapreneur take ~~Intrapreneur~~ to took within pushed decision making structure. |

6) Explain any two theories of motivation in Entrepreneurship?

Ans: (i) Maslaw theory motivation :- Abraham maslaws theory of motivation as a phsycological theory that suggest that human being have five basic level needs.

I) physicological needs : These are the most basic needs that must be met for survival such as food as shulter without these, needs human being connot survice.

II) Safety need : Phsycological needs are met, humans have neet for safty and security this irrate physical emadiral financial strutity and protection from danger.

(iii) Have and belonging needs :- once safty needs are met human's have a need for social introduction, love and sense of belonging.

(iv) Entimate needs :- once have and belonging needs are met human have need for self stream and a sense of accompliment this meluts recognisation achivements and respect from then.

(v) Self- Actualdution needs: This is the highest level of maslaws theory by needs for personal growth creativity and self- development this includes presuring once passion Exploring new ideas and achieving once fell potential.

Mcclland's Acciredheeks.

1) Need for Achivement :- The need for achievement refers to the desere to excel to succed in competitave situations. and to achieve challenging goals. People with high need for achievement tend to set challenging but acheivable goals for themselves take, calculated risk and prefer feedback and their performance.

(2) Need to affiliation: The need for affiliation refers the desere to establish & maintain friendly, social relationship with other's people with a high need for affiliation trent to enjoy waking in groups & value personal relationship with collegues.

(3) Need for power: The need for power refers to the desire to control influence or have impact on other people with a high need for power tend to seek at leadership positions and enjoy having control on others.

(7) Explain the functions and of any two agencies involved in Entrepreneurship?

Ans: (i) Small industries Development organisation (SIDO) Objectives:-

Objectives : Formulate politics for the Development of small Scale industries in the country.

Functions :- Provide extended support for gular Entrepreneur through compitensive plans.

(ii) Center for Entrepreneurship development of karnataka. (CEDOK)

* Exand Enterprenership opportunities.
* Enchance the Social and economic states of Entrepreneurs

Functions of (CEDOK):

* Increase the Supply of Enterpreneurs throught educations and training.
* Produce a mutipleir effect on self Employment Opportunities
* Act as an apex body at the central level for strenting Small - industries.

8) What are the Sources of finance for Entrepreneurship Explain?

Ans:- ① Personal Savings : Using your own money such as Savings emergency funds or personal asseds to fund your business.

② Friends and family : Loans for investment from people you know, such as friends family members, or Acquantance. This can be a good option for small amount's of funding.

③ Crowd funding :- Rasing small amount's of money from many people online, typically through platformes like kickstarter indiegogo or Gofundinge.

④ Venture Capital :- Investment from firms that Specialize in funding startup in exchange for activity and guidence.

⑤ Angels investors : Wealthy individuals who invest their own money in startup. in exchange for activity Angel investors often have industry experience and can provide advice.

⑥ Bank Loans : Barrowing money from banks or financial institution's such as small business administration loans ~~or~~ lines of credit. This can provide a large amount.

9) Case Study on Debt vs. Equity financing.

* Scenario: Your startup at a crossroads where you must decide between debt & equity financing.

* Question : Compare & contract debt & equity financing for startup. Based on a hypothical business situation which option would you choose and why consider the implications for contract risk and repayment.

Ans :- Debt financing:

① pross :
- Return ownership and control
- Fixed repayment schedule
- Tax deducated investment.

② cons :
- High investors rates many apply.
- Risk of backcruptcy if unable to repay.

Equity financing :

1) pros :
- Access to capital without debts obligations.
- Shared risk with investors.

2) Cons :
- High expectations for refunds
- protential for conflicting investors.

considering Green cycles situation, I was choose equity financing : Here why.

* High growth potential : Equity financing allghs with green cycles exposed on plans, allenty them to scale without the burden of debt repayment.

* Shared risk : Investors will share the risk and challenges providing a support system for the startup.

* Strategic Partnership :- Equity financing can attract investors with industries explain providing valuable guidence and connections.

To miligale These risk :-

- Negotiale fair valuation and equity stakes.
- Establish clear investors expectations and communication channels.
- Ensure aligment with investor & value in conclusion equity financing is the better etcice for greencycle allowing them to access capital share rish and potentially from strategic partnership.