

Total No. of Questions :6]

SEAT No. :

P1964

[Total No. of Pages : 5

[5325] - 301

M.Sc.

DRUG CHEMISTRY

CHD - 361 : Chemistry of Heterocycles and Drug Synthesis

(2013 Pattern) (Semester - III) (Credit System)

Time : 3 Hours]

[Max. Marks :50

Instructions to the candidates:

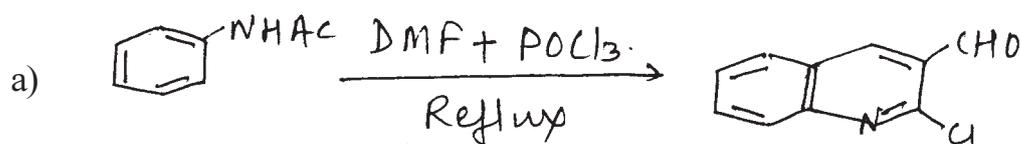
- 1) All questions are compulsory.
- 2) Figures to the right indicate full marks.
- 3) Answer to the two sections should be written in separate answer book.

SECTION - I

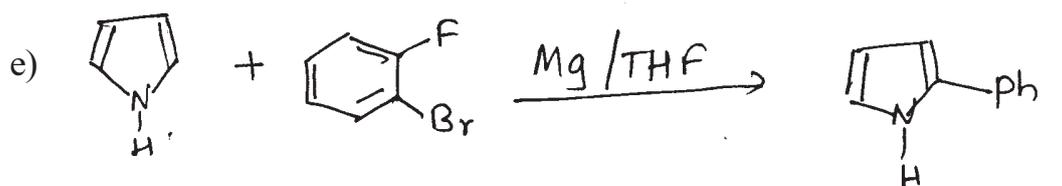
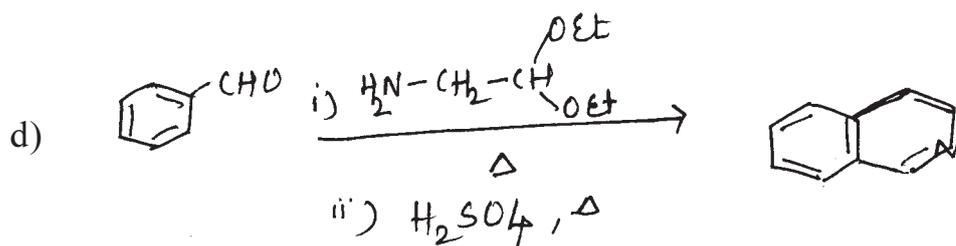
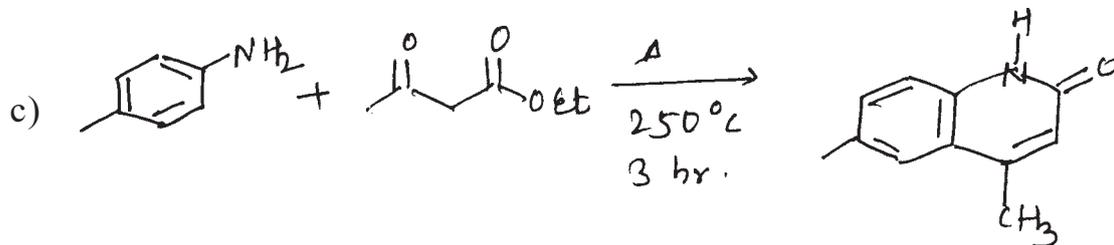
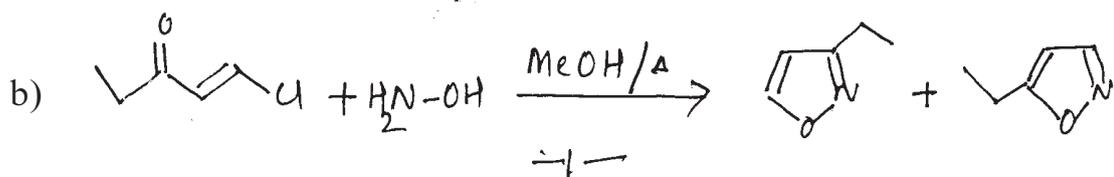
Q1) Explain any four of the following. [8]

- a) Pyrimidine undergoes electrophilic substitution mainly at C<sub>5</sub> - position. Explain.
- b) Pyrrole -2- carbaldehyde does not undergo benzoin condensation. Explain.
- c) Imidazole is a stronger base than pyridine.
- d) Acid catalyzed hydrolysis of furan produces. 1,4 - dicarbonyl compound.
- e) Furan has lower B.P than pyrrole.

Q2) Suggest the suitable mechanism for any four of the following. [8]



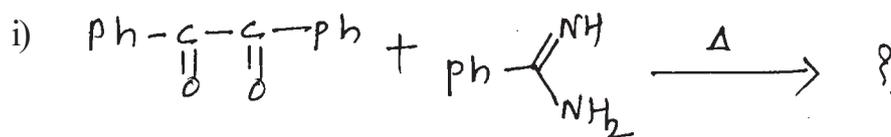
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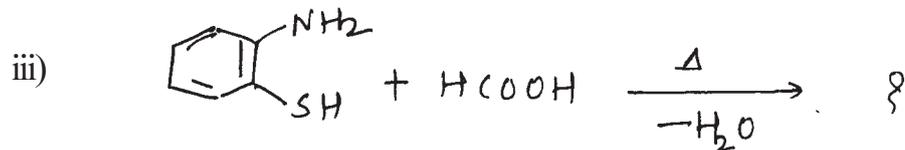
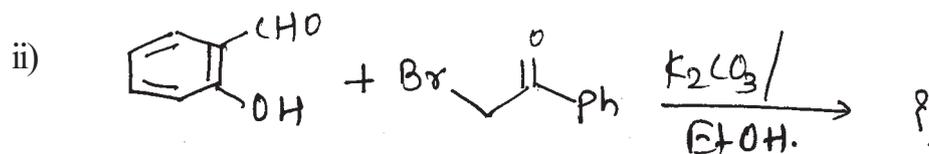


Q3) a) Write short notes on any two of the following. [4]

- i) Synthesis of benzofuran.
- ii) Pechmann synthesis.
- iii) Fischer Indole synthesis.

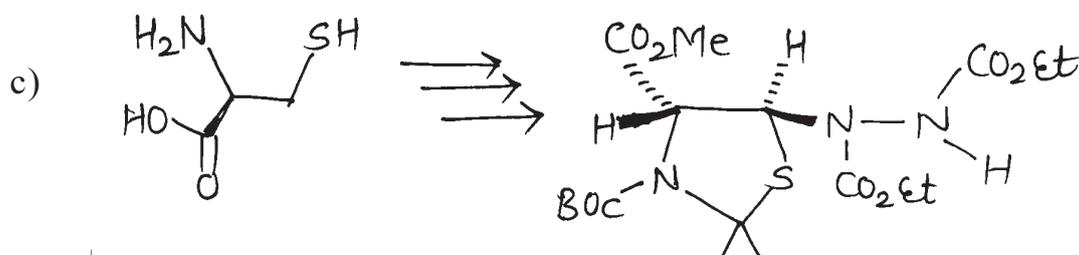
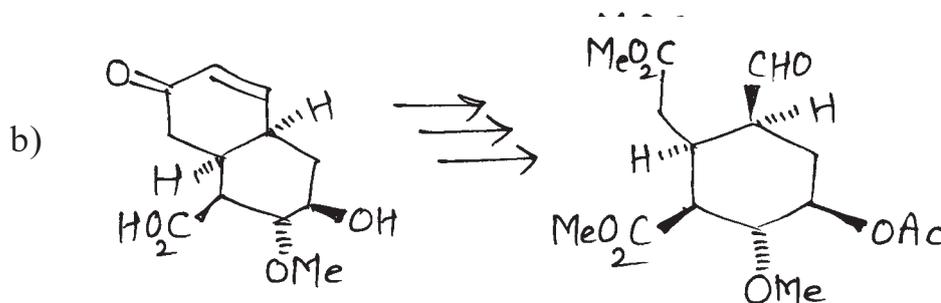
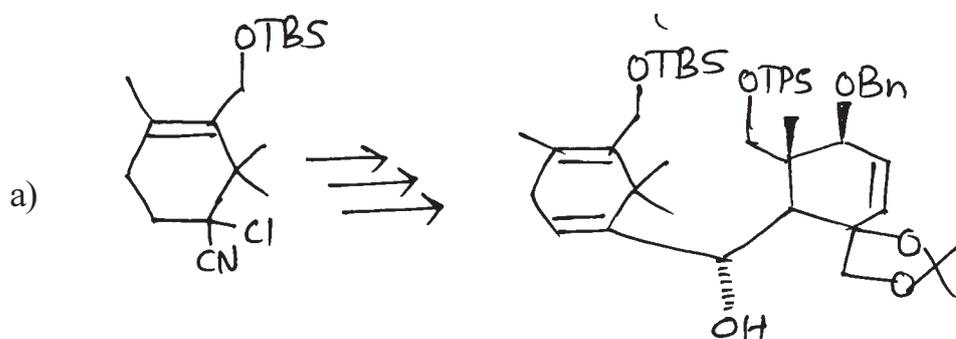
b) Predict the product for any two of the following. [5]

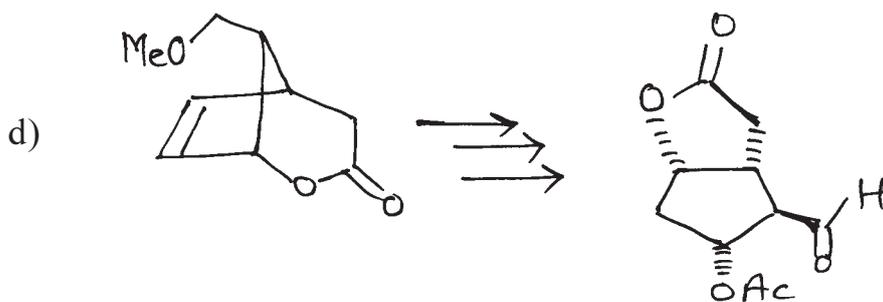




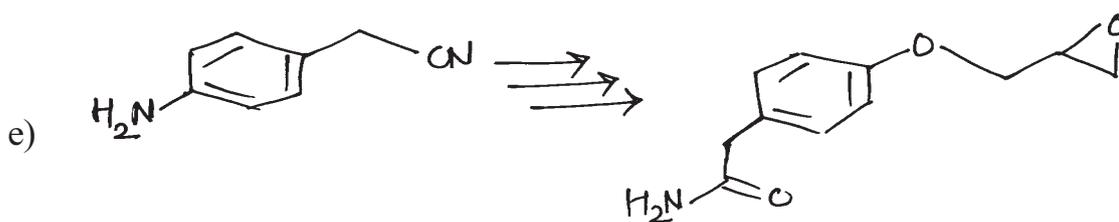
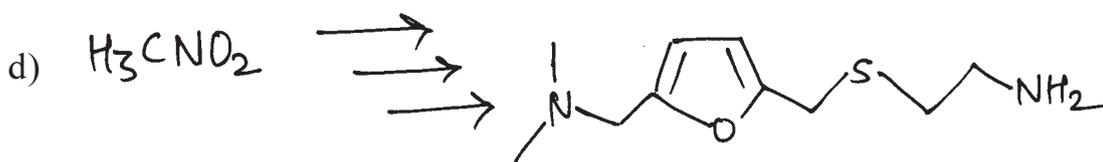
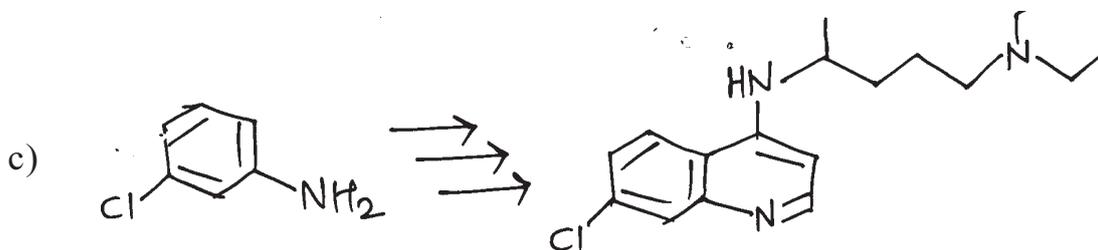
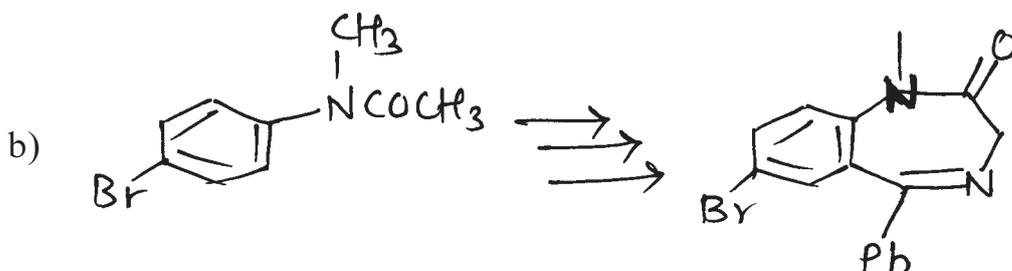
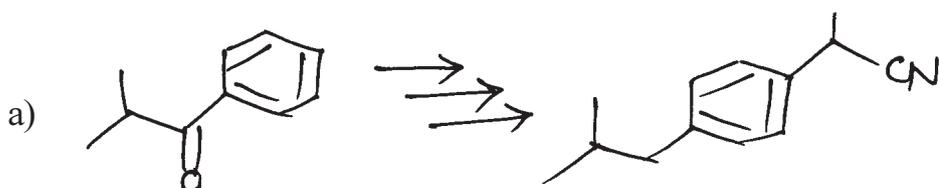
### SECTION - II

Q4) Discuss the steps involved in the synthesis of following molecules. Explain the stereochemistry and mechanism involved (any three). [9]





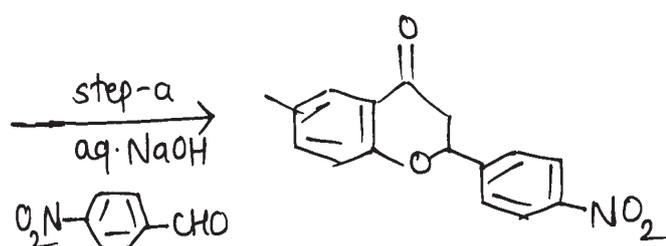
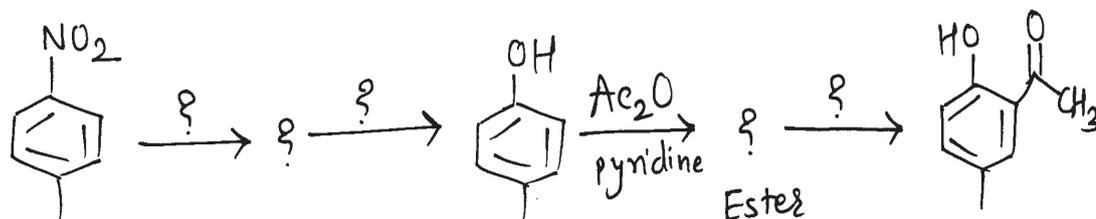
**Q5)** Discuss the steps involved in the synthesis of following drug molecules from the precursor shown (any four). [10]



Q6) Answer any two of the following.

[6]

- Boron template methodology for Diels-Alder reaction in taxol synthesis.
- Put the missing reagents/intermediates in the following synthesis. Explain mechanism for step - a



- Explain any one of the following.
  - McMurray - pinacol coupling
  - Horner Wadsworth Emmons reaction.



Total No. of Questions : 6]

SEAT No. :

**P1965**

[Total No. of Pages : 5

[5325] - 302

M.Sc.

**DRUG CHEMISTRY**

**CHD-362: Advanced Analytical Methods**

**(2013 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Answers to the two sections should be written in separate answer books.*
- 3) *Figures to the right indicate full marks.*

**SECTION-I**

**Q1) a)** Answer the following (any three): **[6]**

- i) Methyl hydrogens in acetonitrile are more shielded than those in methyl chloride even though the electronegativity of cyano group is greater than that of chlorine atom. Explain.
- ii) For equal number of nuclei, CMR peaks are much weaker than PMR peaks. Explain.
- iii) Explain the chemical shift observed in the following compounds.



- iv) CI MS could be used in case of compounds with low or no  $M^+$  in MS.

*P.T.O.*

- b) Distinguish between the following pairs using the indicated spectral methods (any two): [3]



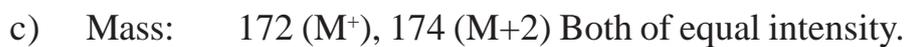
- Q2) Using the given spectral information, deduce the structures of the following (any four): [10]



PMR: 3.96 (s, 12 mm), 6.08 (s, 8 mm), 6.48 (d, J = 8 Hz, 4 mm), 6.68 (d, J = 8 Hz, 4 mm), 6.70 (dd, J = 16 & 8 Hz, 4 mm), 7.38 (d, J = 16 Hz, 4 mm), 9.73 (d, J = 8 Hz, 4 mm).



CMR: 159 (s, w), 133.5 (s, w), 129 (d, str.), 114 (d, str.), 64 (t, mod), 55 (q, mod).

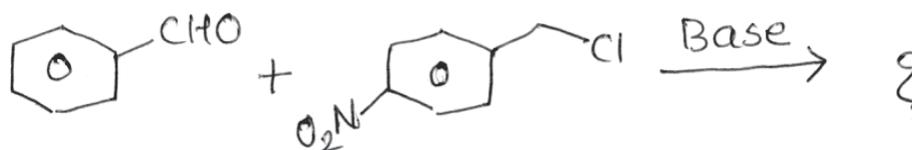


IR :  $3500\text{ cm}^{-1}$

PMR: 5.2 (s, 1H), 6.8 (d, J = 8 Hz, 2H), 7.3 (d, J = 8 Hz, 2H)

CMR: 155, 135, 118, 116

- d) Predict the product for the following reaction whose spectral data is given below.



Mass: 241 ( $M^+$ , 60%), 90 (100%), 89 (62%)

PMR: 3.89 (d,  $J = 3\text{Hz}$ , 1H), 4.01 (d,  $J = 3\text{ Hz}$ , 1H), 7.31(s, 5H), 7.54 (d,  $J = 10\text{Hz}$ , 2H), 8.29 (d,  $J = 10\text{Hz}$ , 2H).

CMR: 148, 144, 136, 130, 127, 126, 125, 122, 64, 62

**Q3)** Write notes on the following (any three): [6]

- Application of cosy in NMR interpretation.
- Ionization techniques in MS.
- Factors affecting vicinal coupling in PMR.

### SECTION-II

**Q4)** a) Write the genesis of the indicated ion for any three of the following: [6]

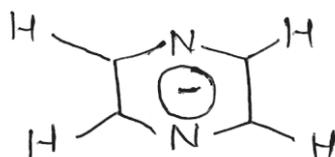
i) Methyl salicylate 120, 121, 152

ii) 31, 58, 74

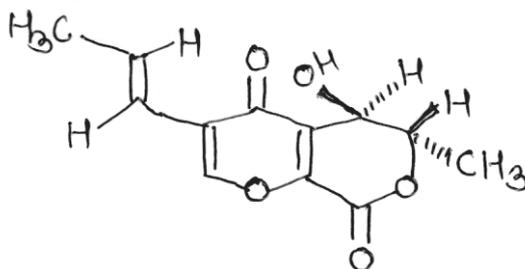
iii) 121, 136, 192

iv) 91, 102, 120, 193

- b) What is hyperfine splitting in ESR? How many lines are seen in the ESR spectrum of pyrazine anion? What will be the intensities of these lines?[2]



- Q5) a) Assign the chemical shifts to various protons in the given structure. Comment on the observed coupling constants and double resonance experiment. [5]

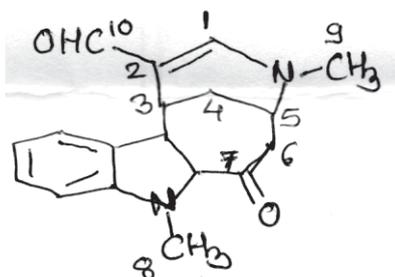


1.65 (d,  $J = 7\text{Hz}$ , 3H), 1.97 (dd,  $J = 6 \text{ \& } 1.5 \text{ Hz}$ , 3H), 3.86 (bs, exch. 1H), 3.92 (d,  $J = 5 \text{ Hz}$ , 1H), 4.32 (dq,  $J = 7 \text{ \& } 5 \text{ Hz}$ , 1H), 5.87 (d,  $J = 2\text{Hz}$ , 3H), 6.06 (ddq,  $J = 16, 2 \text{ \& } 1.5 \text{ Hz}$ , 1H), 6.99 (dq,  $J = 16 \text{ \& } 6.0 \text{ Hz}$ , 1H)

Spin decoupling Experiments:

Irradiation at	Change at
$\delta$ 6.06	$\delta$ 5.87 d $\rightarrow$ s
	$\delta$ 6.99 dq $\rightarrow$ q, 6Hz
	$\delta$ 1.97 dd $\rightarrow$ d, 6Hz
$\delta$ 3.92	$\delta$ 4.32 dq $\rightarrow$ q, 7 Hz

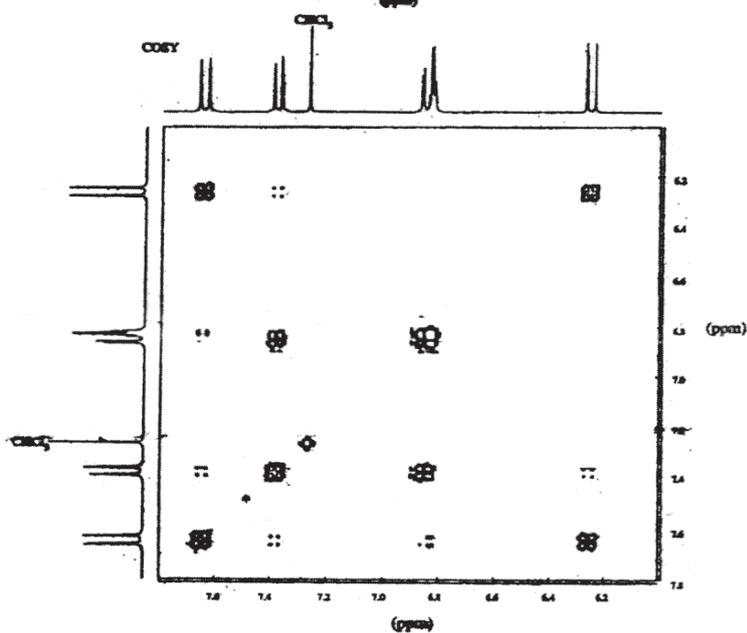
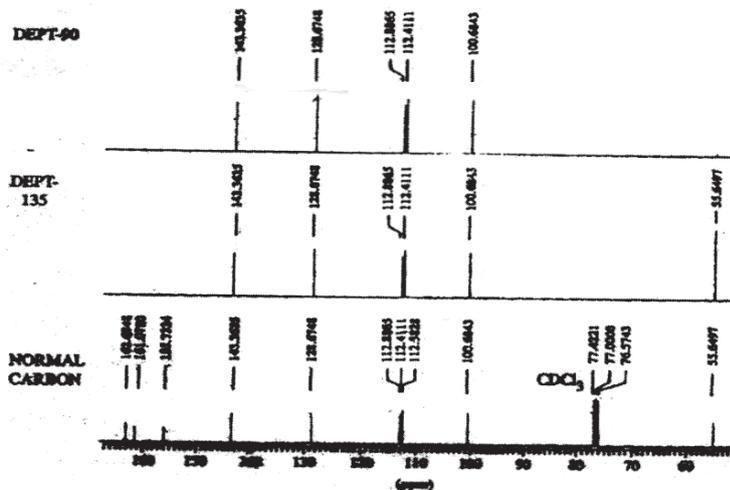
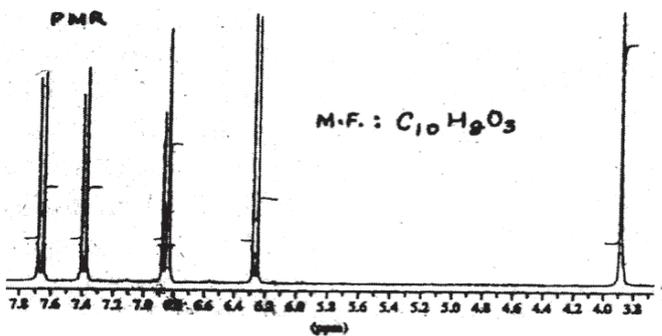
- b) Assign the signals to the numbered carbon atoms in the following structure and justify your answer. [3]



193.6 (s, w), 184.9 (d), 153.1 (d), 125.6 (s, w), 54.4 (d), 48 (t) 42.3 (q), 41.5 (q), 30.7 (d) 23.9(t).

Q6) a) Deduce the structure of the compound whose spectral information is given on the next page. [9]

IR: 1720, 1620  
1580, 1560  
1508, 1464  
1125  $\text{cm}^{-1}$



EEE

Total No. of Questions :6]

SEAT No :

[Total No. of Pages :2

**P 1966**

**[5325]-303**

**M.Sc.**

**DRUG CHEMISTRY**

**CHD-363: Microbiology, Immunology & Drug Discovery  
and Development**

**(2013 Pattern) (Semester III) (Credit System)**

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Answer to two sections to be written in separate answer books.*
- 3) *Figures to the right indicate full marks.*

**SECTION - I**

**Q1)** Attempt any Three of the following :

**[12]**

- a) Short note on : Bacterial growth curve.
- b) Describe the microbial effluent treatment.
- c) Short note on : Any one method of antimicrobial assays.
- d) State the parts of a typical fermentor. Add a note on use of each part.
- e) Describe any one method of isolating micro-organisms.

**Q2)** Attempt any Three of the following :

**[9]**

- a) State the organs of Immune system and add a brief note on their functions.
- b) Describe type I or type IV Hypersensitivity.
- c) State the characteristics of Adaptive immunity and briefly describe structure of a typical antibody.
- d) Describe any one method of precipitation used in antigen or antibody detection.
- e) What is immunodeficiency. Add a note on its symptoms.

***P.T.O.***

**Q3) Explain any Four of the following terms : [4]**

- a) Immunoglobulin
- b) Antibiotics
- c) Pharmacokinetics
- d) Pharmacodynamics
- e) Drug target
- f) Agonist.

### **SECTION-II**

**Q4) Answer any three of the following : [12]**

- a) Discuss in brief the parameter used in toxicological evaluation of New drugs.
- b) Explain how the screening of Lead compounds has been carried out from the following sources-
  - i) Natural Ligand
  - ii) Existing drugs.
- c) What is GMP ? Enlist the guidelines covered under the GMP.
- d) Explain in brief the different Routes of drug administration with examples.
- e) Give a brief commentary on the phases of clinical trials.

**Q5) Answer any two of the following : [8]**

- a) Explain the following :
  - i) Novelty
  - ii) State of the art
  - iii) Priority date
  - iv) Invention
- b) What is dosage Forms ? Explain in brief the types of dosage forms.
- c) Discuss the following system of medicines.
  - i) Allopathy
  - ii) Homeopathy

**Q6) Answer any two of the following : [5]**

- a) Strategies in process development.
- b) Industrial hygiene and safety.
- c) Pharmacophore Identification

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Total No. of Questions : 6]

SEAT No. :

P1967

[5325]-304

[Total No. of Pages : 4

M.Sc.

**DRUG CHEMISTRY**

**CHD - 364 : Stereochemistry, Asymmetric Synthesis & Pericyclic Reactions**

**(2013 Pattern) (Semester - III)**

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

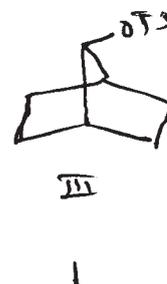
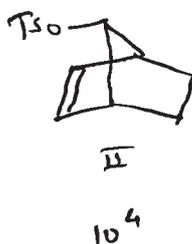
- 1) *All questions are compulsory.*
- 2) *Figures to the right indicate full marks.*
- 3) *Answers to the two sections should be written in separate answer books.*

**SECTION - I**

**Q1)** Answer any four of the following :

**[8]**

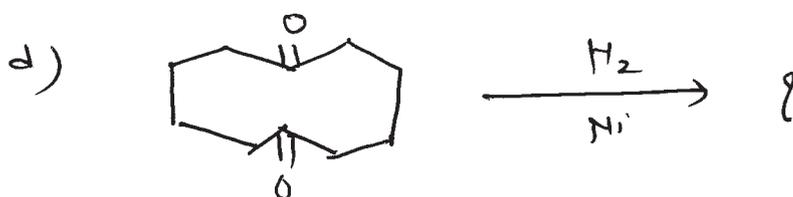
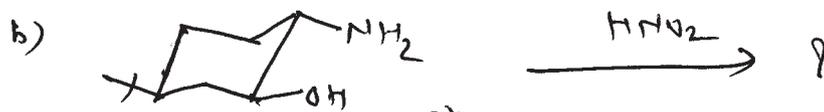
- a) Explain the relative rate of hydrolysis of following compounds.



- b) Give the conformations of cyclopentane and explain their stability.
- c) Explain the relative rates of Saponification reaction of 4-t-butyl cyclohexyl-p-nitrobenzoate and ethyl-t-butyl cyclohexane carboxylate.
- d) Chair-boot interconversion is more facile in cyclohexanone than in cyclohexane. Explain.
- e)  $\beta$ -isomer of hexa chloro cyclohexane react very slowly than its other isomers. Explain.

*P.T.O.*

Q2) Predict the product/s & explain the stereochemistry and mechanism (Any Four): [8]



Q3) a) Write short note on (any two): [4]

- I-Strain.
- Syn elimination reaction.
- Cram's rule.

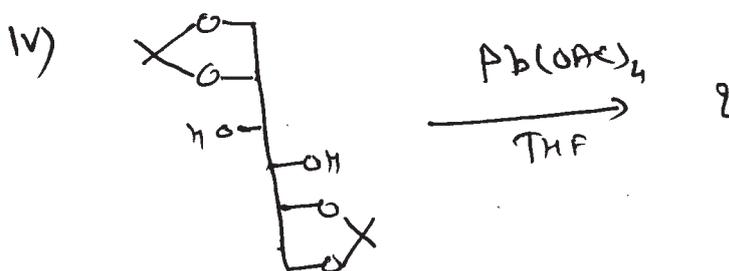
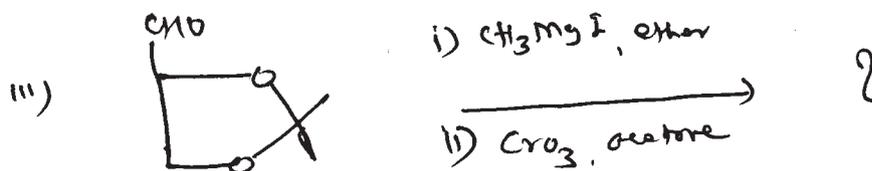
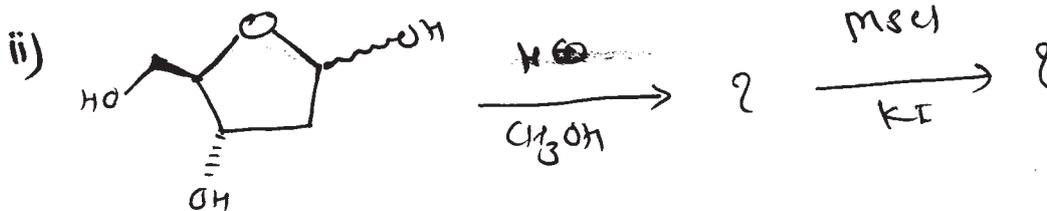
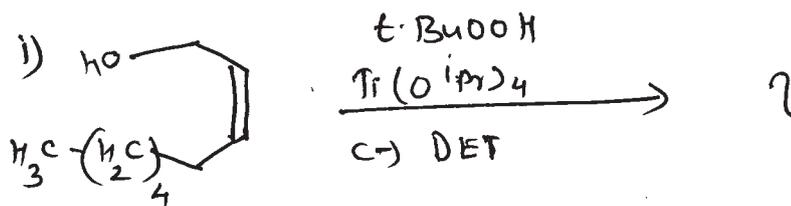
b) Answer the following: [5]

- Calculate the percentage of major enantiomer if enantiomer excess (ee) is 95%.
- Give short account of Chiral reducing reagents.

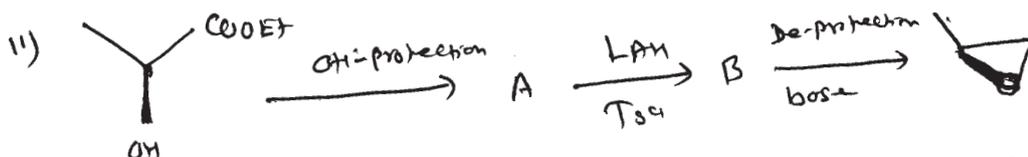
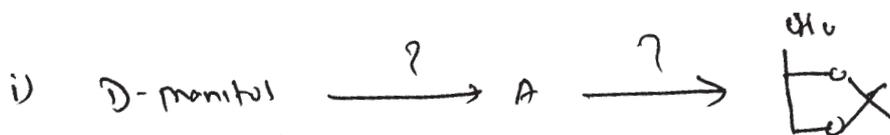
**SECTION - II**

Q4) a) Complete the following reactions (Any Three):

[6]

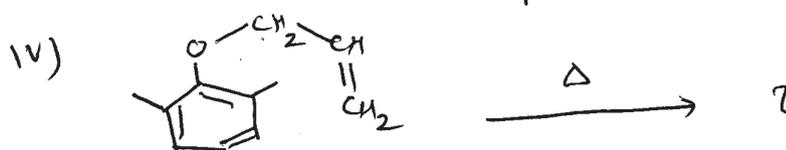
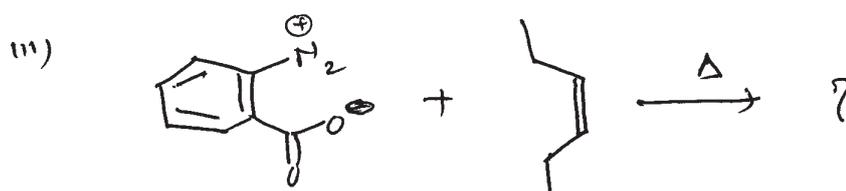
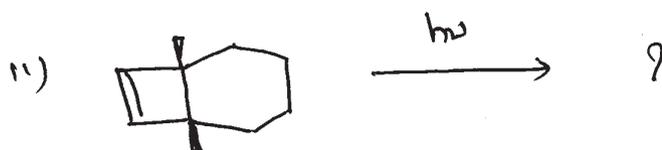
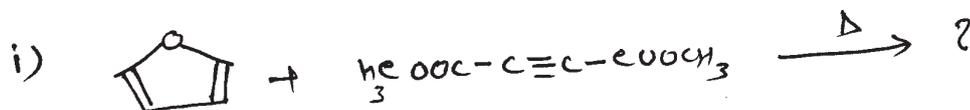


b) Explain the steps and write appropriate reagent to achieve the desired product. [5]



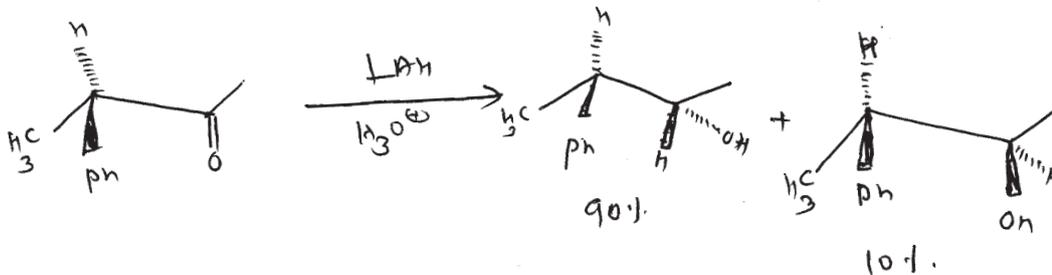
Q5) a) Draw correlation diagram for cycloaddition reaction between 1, 3-butadiene with ethylene. Check whether the process is thermally OR photochemically allowed. [3]

b) Predict the products (Any three): [6]

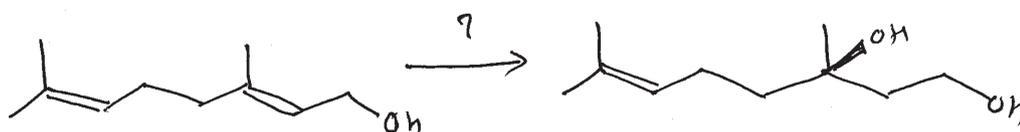


Q6) Answer the following questions (Any two): [5]

a) Using Felkin rule explain the following transformation.



b) Complete the following reaction.



c) Write short note on "Chiral Auxillary".



Total No. of Questions : 6]

SEAT No. :

P1968

[5325]-401

[Total No. of Pages : 4

M.Sc.

**DRUG CHEMISTRY**

**CHD - 461 : Advanced Organic Synthesis, Principles and Strategies  
(2013 Pattern) (Semester - IV)**

Time : 3 Hours]

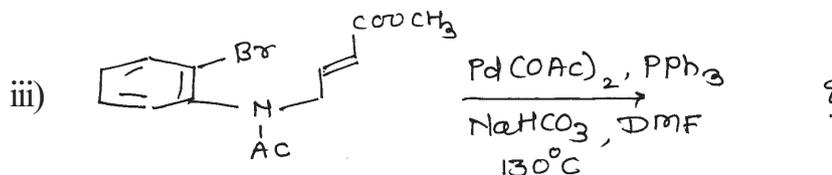
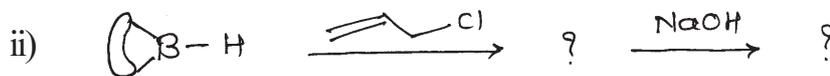
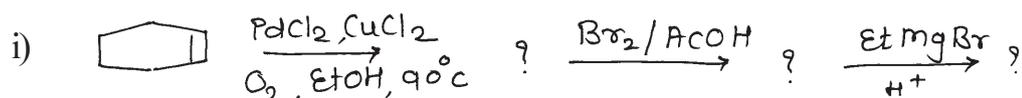
[Max. Marks : 50

Instructions to the candidates:

- 1) All questions are compulsory.
- 2) Answers to the two sections should be written in separate answer books.
- 3) Figures to the right indicate full marks.

**SECTION - I**

Q1) a) Predict the products for the following transformations. (any two) [6]



b) Explain any two of the following: [3]

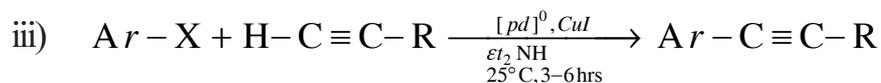
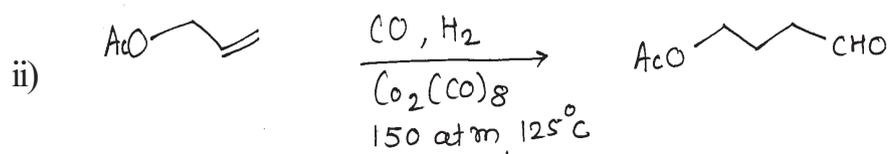
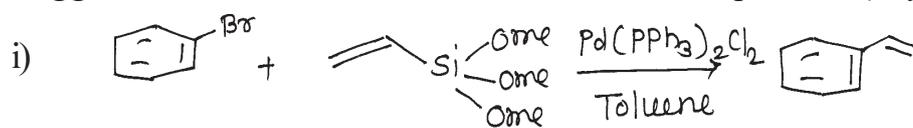
- i) 2 substituted 1, 3 dimethoxy benzene derivatives can be synthesized from 1, 3 dimethoxy benzene using organolithium compound.
- ii) 1, 4 dicarbonyl compounds can be prepared by reagents having umpolung reactivity.
- iii) Di isopinocampheyl borane shows higher enantio selectivity for cis - alkene.

P.T.O.

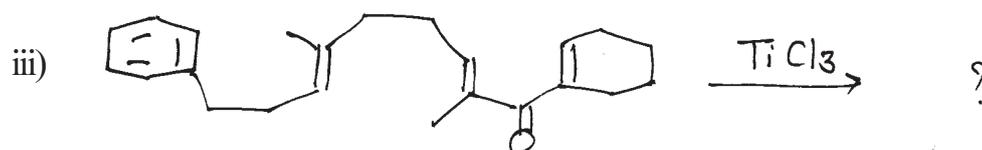
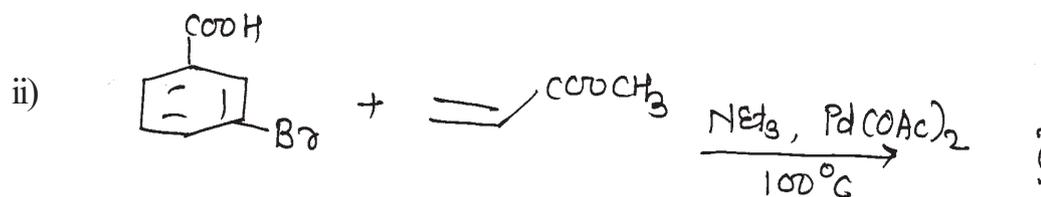
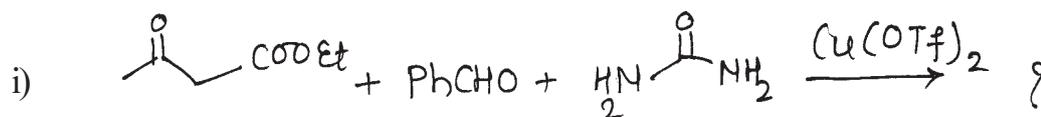
**Q2) a)** Carry out the following conversions justify your answer (any two). [4]



**b)** Suggest the mechanism for the formation of the product (any two). [4]



**Q3) a)** Write the product with suitable mechanism. (any two) [4]



b) Write short notes on any two of the following: [4]

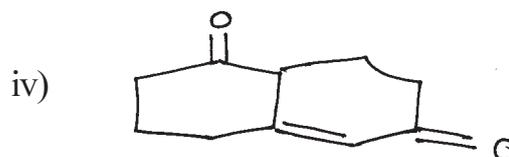
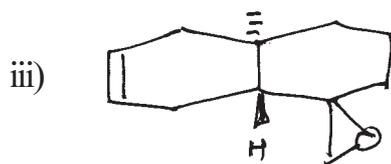
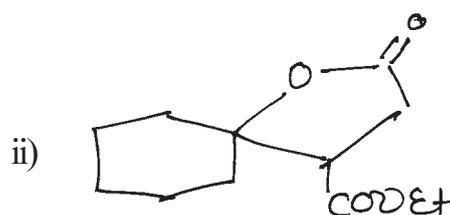
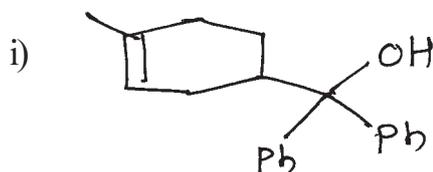
i) Fukuyama reaction.

ii) Pausan - Khand reaction.

iii) Heck reaction.

### SECTION - II

Q4) Using retrosynthetic analysis suggest the suitable method to synthesize any three of the following compounds. [9]

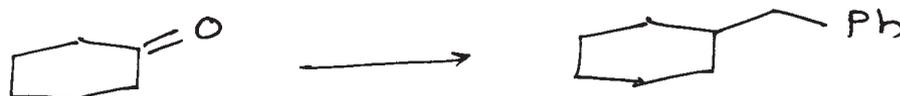


Q5) a) Answer any two of the following: [4]

i) Give one reaction with a reagent for each synthon given below:



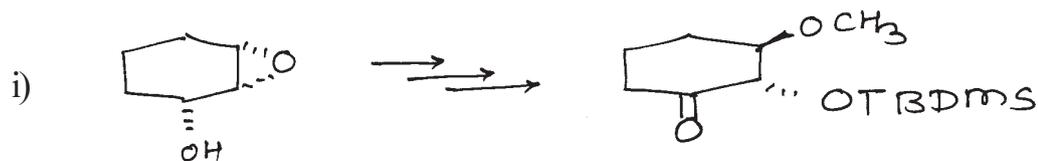
ii) Carry out the following transformation by enamine approach.



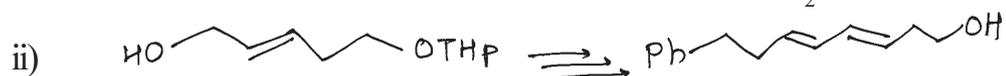
iii) Employing umpolung, carry out the following transformation.



b) Complete any two of the following transformations. [4]

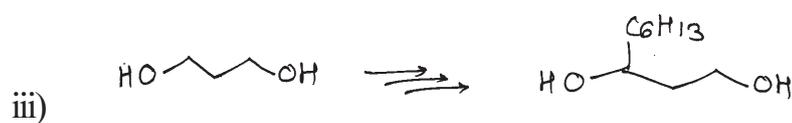


TBDMS-Cl, PY; PPC, NaOAc; NaH, BnBr, H<sub>2</sub>/Pd-C



n BuLi, THF, -78°C; LiBr, ; H<sub>3</sub>O<sup>+</sup>, A;

PPh<sub>3</sub>, MeCN; MsCl, Et<sub>3</sub>N, CH<sub>2</sub>Cl<sub>2</sub>; Ph-CH<sub>2</sub>-CHO, THF



PCC, NaOAc; H<sub>3</sub>O<sup>+</sup>; DHP, H<sup>+</sup>; C<sub>6</sub>H<sub>13</sub>MgBr; MeOH, H<sup>+</sup>

Q6) a) Answer any two of the following: [4]

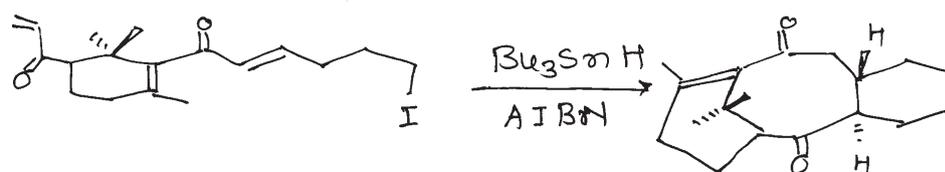
- Benzyloxy carbonyl protection is preferred than benzyl group for protection of amino group of amino acid during peptide synthesis.
- Atom economy in Green Chemistry.
- Discuss role of ionic Liquids in Organic synthesis.

b) Define Biomimetic reaction, suggest [2]

- Synthesis for the following molecule.



- What is Domino reaction. Explain the steps involved in the following reaction. [2]



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Total No. of Questions : 6]

SEAT No. :

**P1969**

[5325] - 402

[Total No. of Pages : 3

**M.Sc.**

**DRUG CHEMISTRY**

**CHD - 462 - Advanced Medicinal Chemistry**

**(2013 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Answer to the two sections should be written in separate answer books.*
- 3) *Figures to the right side indicate maximum marks.*

**SECTION - I**

**Q1)** Answer any three of the following. **[9]**

- a) Discuss in brief the development of I, II & III generation penicillins. Explain the benefits achieved in each generation.
- b) How does quinolone antibiotics exhibit their activity? Explain the mode of action in detail.
- c) Explain the process of protein biosynthesis. Explain the steps where antibiotics act with suitable example.
- d) Discuss the folate pathway. What are folate antagonists? How does trimethoprim exhibit selective toxicity to bacterial cells?

**Q2)** Answer any two of the following. **[10]**

- a) Draw a neat diagram of neuron & explain the steps involved in neurotransmission. Explain how this process is affected in depression? Give the strategies to overcome this problem.
- b) Discuss the life cycle of HIV virus. Which are the drugs to treat HIV? Explain their mode of action.

**P.T.O.**

- c) Explain in brief the role of following classes of drugs in cancer treatment giving their mechanism of action.
- i) Plant products
  - ii) DNA intercalators
  - iii) Alkylating agents

**Q3)** Discuss in brief any three of the following. **[6]**

- a) Sleep & sedatives
- b) Drug resistance
- c) Antimetabolites
- d) Leprosy

### **SECTION - II**

**Q4)** Answer any three of the following. **[9]**

- a) Discuss in brief the hyperacidity & the role of proton pump inhibitors.
- b) Explain the life cycle of plasmodium & various strategies to control malaria.
- c) What is diabetes? Mention the various types of diabetes & discuss any one strategy to manage diabetes.
- d) Discuss the common strategies to treat constipation & ulcer.

**Q5)** Answer any two of the following. **[10]**

- a) Explain any two of the following & their management.
  - i) Hypertension
  - ii) Myocardial infarction
  - iii) Congestive heart failure

- b) Discuss any three of the following & one drug to treat them.
- i) Tuberculosis
  - ii) Pain
  - iii) Nausea & Vomitting
  - iv) Inflammation
- c) How does endocrine system maintain healthy state of the body? Discuss the function of hypothalamus and pitutary gland.

**Q6)** Give mechanism of action of the following drugs (any 4): **[6]**

- a) Valproic acid
- b) Insulin
- c) Vinblastine
- d) Mustine
- e) Metaprolol



Total No. of Questions : 6]

SEAT No :

**P 1970**

**[5325]-403**

[Total No. of Pages :2

**M.Sc.**

**DRUG CHEMISTRY**

**CHD - 463 : Principles and Applications in Drug Design  
(2013 Pattern) (Semester-IV)**

*Time : 3 Hours]*

*[Max. Marks : 50*

*Instructions to the candidates:*

- 1) *All questions are compulsory.*
- 2) *Answers to the two sections should be written in separate answer books.*
- 3) *Figures to the right indicate maximum marks.*

**SECTION-I**

**Q1) Answer any three of the following: [9]**

- a) Define following terms:
  - i) Probe
  - ii) Expression vector
  - iii) DNA vaccine
- b) How can monoclonal antibodies be used as diagnostic tools as well as drugs.
- c) What is antisense technology? How can it be used to treat viral diseases.
- d) What is role of bioinformatics in drug discovery and design? Explain how it is used in new drug discovery research.

**Q2) Answer any three of the following: [12]**

- a) Discuss in brief the steps involved in signal transduction pathway involving G - proteins.
- b) Define receptor. How does the understanding of receptor structure and function help to design agonists and antagonists. Explain with an example.
- c) Discuss recombinant DNA technology. Explain the steps involved in r - DNA construction and the enzymes involved.
- d) What is solid phase synthesis? Explain the steps involved in it and enlist the advantages of it.

***P.T.O.***

**Q3)** Write short notes on any two of the following: [4]

- a) Database Handling.
- b) Proteomics.
- c) Gene Therapy.

### SECTION-II

**Q4)** Answer any three of the following: [9]

- a) Explain molecular mechanics and quantum mechanics in brief.
- b) ACE is an important target for antihypertensive drugs. Its crystal structure is known. How will you design a novel antihypertensive from this information. Explain your approach.
- c) Explain De Novo design method used in designing of molecules when structure is unknown.
- d) Explain the various terms and their significance in the standard molecular mechanics force field.

**Q5)** Answer any three of the following: [12]

- a) Discuss any two of the following in brief.
  - i) Topliss manual method
  - ii) Topliss cluster analysis
  - iii) Free Wilson method
- b) What is QSAR? How is Hansch analysis carried out on a series of analogs of the lead compound? What is equation of best fit? How is it selected?
- c) Discuss in brief:
  - i) Virtual screening
  - ii) COMFA
- d) Describe three methods of energy minimization enumerate the strength and weakness of each method.

**Q6)** Write short notes on any two of the following: [4]

- a) Highthroughput screening.
- b) Prodrugs.
- c) Applications of parallel synthesis.



Total No. of Questions :9]

SEAT No. :

**P1971**

[Total No. of Pages :5

[5325] - 404

**M.Sc.-Semester - IV (New Pattern)**

**DRUG CHEMISTRY**

**CHD - 464 A: Bio Informatics, Cheminformatics and Biostatistics in Drug discovery and design.**

**CHD - 464 B: Current trends in Organic Chemistry, supramolecular, Green Chemistry, Photo chemical and Free radical reactions.**

**CHD - 464 C: Entrepreneurship Development and Project Managment.**

**(2013 Pattern) (Semester - IV)**

*Time : 3 Hours]*

*[Max. Marks :50*

*Instructions to the candidates:*

- 1) *Attempt any two of 464A, 464B, 464C sections only.*
- 2) *Each section is for 25 marks.*
- 3) *All questions are compulsory.*
- 4) *Answer to the two sections to be written in seperate answer books.*
- 5) *Figures in right indicate maximum marks.*

**CHD - 464A : Bioinformatics, Cheminformatics and Biostatistics in drug discovery and design.**

**Q1) Answer any three of the following**

**[12]**

- a) Define the Following.
  - i) Correlation.
  - ii) Standard Deviation.
  - iii) Frequency of class.
  - iv) Coefficient of variation .
- b) Obtain the mode for the following Frequency distribution.

Daily Income (In Rupees)	40-50	50-60	60-90	90-120	120-150
No. of persons	22	198	110	95	42

**P.T.O.**

- c) Calculate the quartile deviation for the following data.  
100, 24, 14, 105, 21, 35, 106, 16, 100, 72, 68, 103, 61, 90, 20
- d) Calculate correlation coefficient for the following data.

X	200	500	400	700	300
Y	12	18	16	21	10

**Q2)** Attempt any two of the following: [8]

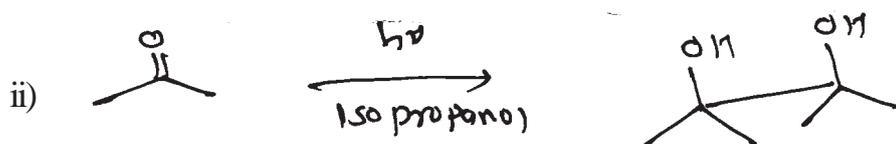
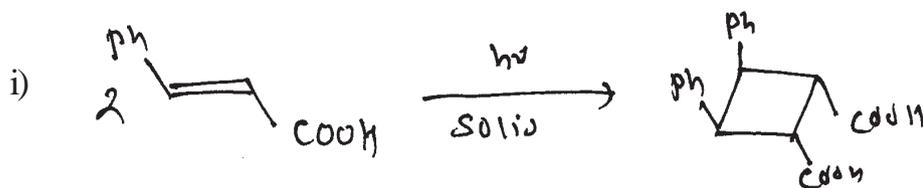
- What is meant by Bioinformatics? What is a biological database and enlist its types.
- Enlist the gene prediction programmes and describe any one in detail.
- Define: Proteomics and Enlist the steps involved in proteome analysis.

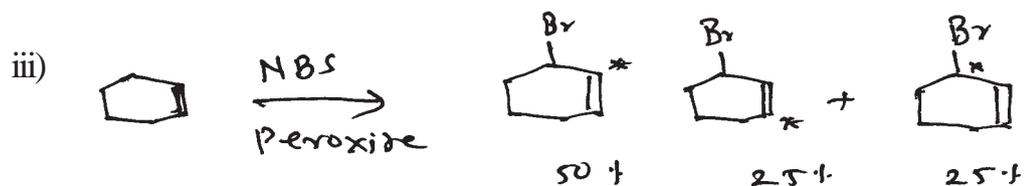
**Q3)** Attempt any two of the following: [5]

- Define: Metabolomics. Comment on its importance over Genomics and proteomics.
- What is Chemo informatics. State the use of graph connection tables in cheminformatics.
- Comment on the Linear notations and canonical representations in cheminformatics.

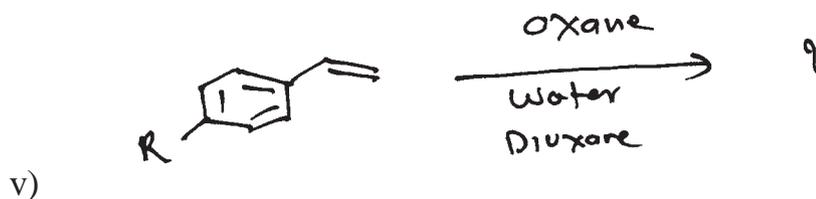
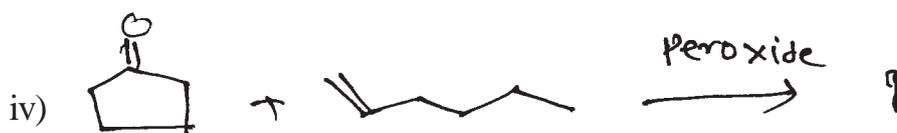
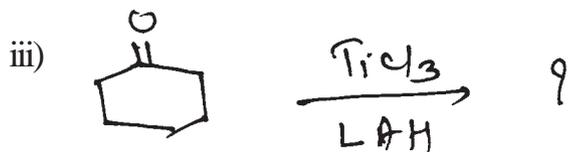
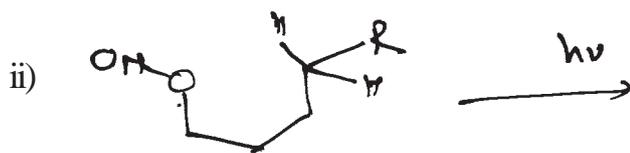
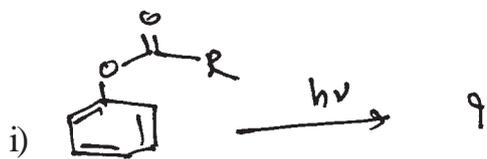
**CHD - 464B : Current trends in organic chemistry: Supra - molecular, Green Chemistry, Photo chemical & free radical reactions**

**Q4)** a) Suggest Mechanism for the following reactions (Any two). [4]





b) Predict the product of the following reactions. (Any four) [6]



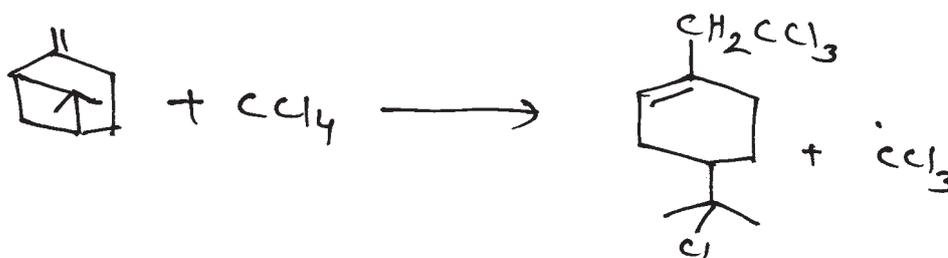
Q5) Answer any four of the following. [6]

- Explain the concept of supramolecular Chemistry.
- Write short note on 'supramolecular reactivity and catalysis'.
- Explain with examples the advantages of solvent free reactions.
- Explain the principle "synthetic methods should be designed to maximize the incorporation of all materials used in the process into the final product".
- Write short note on different techniques used for green synthesis.

**Q6) a)** Write short note on any two of the following. [3]

- i) Photo Ionisation
- ii) Cryptands
- iii) Formation and stability of free radicals.

b) Give the Mechanism of following reactions. [2]



c) Give the examples of organic synthesis involving the use of bio-catalyst. [2]

d) Write short account of photo re-arrangement reactions. [2]

### CHD - 464C : Entrepreneurship Development and Project Management

**Q7)** Write short notes on any three of the following. [6]

- a) Entrepreneurship Development process.
- b) Woman Entrepreneur.
- c) Creativity and Innovation.
- d) Intrapreneur.

**Q8)** Answer any three of the following [9]

- a) People with 'High Achievement Motivation' are prone to become an entrepreneur. Explain with the help of McClelland's theory.
- b) Explain in brief, 'entrepreneurial search and identifications.
- c) Give a brief account of Schumpeter theory of entrepreneurship.
- d) opportunities for small entrepreneurs in India. Explain.

**Q9)** Answer any two of the following.

**[10]**

- a) Explain formulation of business plan.
- b) Give a brief account of Factors affecting entrepreneurial growth.
- c) Explain in brief “conducting Feasibility studies”.

