

M. A. (Final) Examination, 2001

PSYCHOLOGY

Paper - IX (C)

Entrepreneurship and Entrepreneurial Psychology

Maximum Marks: 100

Time 3 Hours

Attempt **five** questions in all,
Selecting at least **two** questions from each section.
All questions carry equal marks.

SECTION - A

1. Discuss the scope and importance of Entrepreneurial Psychology.
2. Suggest the ways and means motivation for improving achievement of entrepreneurs.
3. Risk taking is must in entrepreneur's life. Discuss.
4. Write an essay on measurement of achievement motivation.
5. Entrepreneur is an agent of change. Discuss with examples.

SECTION – B

6. Discuss the determining factors of achievement motivation.
7. Critically comment on theory of motive acquisition.
8. Suggest a plan for the development of achievement motivation.
9. Discuss the role of psychological education in development.
10. What is understood by adoption of innovation? Discuss the process involved in it.