

Q.1 Social entrepreneurs aya tha definition pochi thi:

Social entrepreneurs are individuals who use innovative approaches and business principles to address social and environmental problems, with the aim of creating positive social change.

Q.2 a person who explores business opportunities that have a positive impact on their community, in society or the world

Social entrepreneurs are individuals who pursue business opportunities with a positive impact on their community, society or the world.

Q.3 Entrepreneur ki ek line likhi thi usy justify krna tha (1st theme sy tha)

Question not completed.

Q.4 Advantages of Franchising business (pg#28)?

- 1. Business assistance**
- 2. Brand recognition**
- 3. Lower failure rate**
- 4. Buying power**
- 5. Profits**
- 6. Lower risk**
- 7. Built-in customer base**
- 8. Be your own boss**

Advantages of franchising business include business assistance, brand recognition, lower failure rate, buying power, profits, lower risk, built-in customer base, and being your own boss.

These are some of the advantages of owning a business:

- Business assistance. Franchises often provide their franchisees with a wealth of business assistance, including training, marketing support, and access to suppliers. This can be a great way for entrepreneurs to get their businesses off the ground.
- Brand recognition. When you buy a franchise, you're buying into an established brand with a loyal customer base. This can give you a significant advantage over new businesses that are starting from scratch.
- Lower failure rate. Franchises have a lower failure rate than independent businesses. This is because they benefit from the experience and expertise of the franchisor.
- Buying power. Franchises often have buying power that independent businesses don't. This means they can negotiate better prices with suppliers, which can save them money.
- Profits. Franchises can be very profitable businesses. However, it's important to remember that there is no guarantee of success.

- Lower risk. Franchising can be a lower-risk business model than starting an independent business. This is because you're buying into an established brand with a proven track record.
- Built-in customer base. When you buy a franchise, you're inheriting a built-in customer base. This can make it easier to generate sales and grow your business.
- Be your own boss. One of the biggest advantages of owning a business is that you get to be your own boss. This means you have the freedom to make your own decisions and set your own hours.

Long question (2 out of 3)

1) Intuition definition and explain (pg#47)?

Intuition: The ability to understand or know something immediately, without the need for conscious reasoning.

Explanation: Intuition is often described as a gut feeling or a hunch. It is a non-rational form of knowledge that is often based on past experiences or subconscious insights. Intuition can be a powerful tool, but it is important to remember that it is not always reliable. It is important to use intuition in conjunction with other forms of knowledge, such as logic and reason, to make informed decisions.

Here are some examples of intuition:

- You have a gut feeling that something is wrong, even though there is no evidence to support your feeling.
- You "know" that someone is lying to you, even though they have not given you any reason to doubt them.
- You have a sudden flash of insight that solves a problem that you have been struggling with for a long time.

Intuition is a complex phenomenon that is not fully understood. However, it is clear that intuition plays an important role in our lives. It can help us to make decisions, solve problems, and navigate the world around us.

2) Evaluating Franchising Opportunities?

- **Does the business operate in a large and growing market? ...**

- **Is the growth in the market likely to be sustainable? ...**
- **Are attainable margins sufficient to cover franchise fees? ...**
- **Can the product or service demand a price premium?**

Here are some of the key factors to consider when evaluating franchising opportunities:

- **Market size and growth:** Is the business operating in a large and growing market? This is important because it will give you a better chance of success. You want to be in a market that is expanding, so that there is room for your business to grow.
- **Sustainability:** Is the growth in the market likely to be sustainable? This is important because you don't want to invest in a franchise that is only going to be successful for a short period of time. You want to be in a market that is here to stay.
- **Profitability:** Are attainable margins sufficient to cover franchise fees? This is important because you need to make sure that you will be able to make a profit after you pay the franchisor their fees. You don't want to get into a franchise that is not profitable.
- **Price premium:** Can the product or service demand a price premium? This is important because you need to be able to charge a premium price for your product or service in order to make a profit. If you can't charge a premium price, then you won't be able to be successful.

Differentiate between Market based and Cash flow based valuation approach?

What is the market-based valuation approach?



The market approach is a valuation method used to determine the appraisal value of a business, intangible asset, business ownership interest, or security by considering the market prices of comparable assets or businesses that have been sold recently or those that are still available.

The market-based valuation approach is a method of determining the value of a business or asset by considering the market prices of comparable assets or businesses that have been recently sold or are currently available. It relies on market data and transactions to estimate the value.

On the other hand, the cash flow-based valuation approach focuses on estimating the present value of future cash flows generated by the business or asset. It involves analyzing the projected cash flows, discounting them to their present value, and considering factors such as risk and growth rate to determine the value.

What is cash flow-based valuation?

Discounted cash flow (DCF) valuation is a type of financial model that determines whether an investment is worthwhile based on future cash flows. A DCF model is based on the idea that a company's value is determined by how well the company can generate cash flows for its investors in the future.

Cash flow-based valuation, also known as discounted cash flow (DCF) valuation, is a financial analysis method used to estimate the value of an investment or business based on its projected future cash flows. The approach considers the timing and magnitude of cash inflows and outflows, and discounts them to their present value using an appropriate discount rate. By calculating the net present value of these cash flows, the valuation determines whether the investment is worthwhile or if the business has potential for growth and profitability.

1. Empathy k concept or wo kue zarori

Empathy is the ability to understand and share the feelings, perspectives, and experiences of others. It is necessary because it promotes better communication, builds stronger relationships, fosters cooperation and understanding, enhances emotional intelligence, and contributes to a more compassionate and inclusive society.

2. Closing document k nam

The name of the closing document regarding entrepreneurship is the Business Plan.

A business plan is a written document that describes your business goals and how you plan to achieve them. It is a roadmap for your business and should be used as a guide to make decisions and track your progress.

The business plan should include the following sections:

- **Executive Summary:** This is a brief overview of your business plan. It should include your business goals, the products or services you offer, and your target market.
- **Company Description:** This section provides more detail about your business, including its history, products or services, and competitive landscape.
- **Market Analysis:** This section describes the market for your products or services, including the size of the market, the trends in the market, and your target market.
- **Marketing Plan:** This section describes how you plan to reach your target market and sell your products or services.
- **Operations Plan:** This section describes how your business will operate, including your manufacturing or service delivery process, your inventory management system, and your human resources plan.
- **Financial Plan:** This section provides a detailed financial forecast for your business, including your revenue, expenses, and cash flow.

3. Types of cost of franchising do k bech dfnc calculate krna tha

The types of costs associated with franchising include the initial franchise fee, ongoing royalty fees, advertising fees, training fees, and any additional costs for equipment or supplies. The difference between these costs varies depending on the specific franchise agreement and the level of support provided by the franchisor.

Long

1. Scenerio tha or pocha tha y trade and name of franchising k under ata y ni r hm kisi or company k product baich skty y ni

Trade and franchising often go hand in hand because franchising involves the licensing of a business model, brand, and products from a franchisor to a franchisee for the purpose of conducting business. Franchising allows individuals or businesses to sell another company's products or services under a specific agreement and operating model.

However, it is important to note that the ability to sell products from another company depends on the specific agreements and contracts involved. Franchising typically involves a contractual

relationship where the franchisee agrees to adhere to the franchisor's guidelines, systems, and branding. Selling products from a different company would generally require a separate business arrangement, such as becoming a distributor or retailer for that company's products.

2. 5 drawbacks of being an entrepreneur

The five drawbacks of being an entrepreneur are:

1. Financial uncertainty
2. Long working hours
3. High levels of stress
4. Limited work-life balance
5. Higher risk of failure.

3. Execution intelligence Kya hai or kyun imp hai

Execution intelligence refers to the ability to effectively implement plans, strategies, and initiatives in a practical and efficient manner. It involves translating ideas into action, setting priorities, managing resources, and overcoming obstacles to achieve desired outcomes.

Execution intelligence is important because having great ideas or strategies alone is not sufficient for success. The ability to execute those ideas and plans is crucial for turning them into tangible results. It helps ensure that goals are achieved, projects are completed, and businesses thrive. Strong execution intelligence allows individuals and organizations to effectively navigate challenges, seize opportunities, and deliver on their promises.

1. Opportunity ki definition thi mcqs m

Opportunity can be defined as a favorable or advantageous circumstance or situation that presents the possibility of achieving something beneficial or desirable.

2. Which is not the drawback of entrepreneur

- a. Multitasking
- b. Fixed income**
- c. Stress

d. Long working hours

3. Which is closing document

a. Sale bill

b. Tax certificate

c. **Payment agreement**

d. Aik or tha kch

MGT602. Paper 12:00

Difference between Economic system and market economic system?

The difference between an economic system and a market economic system is that an economic system refers to the overall structure and organization of an economy, including the institutions, laws, and policies that govern economic activity. On the other hand, a market economic system specifically emphasizes the role of markets in determining the allocation of resources, setting prices, and facilitating economic transactions. In a market economic system, supply and demand dynamics and individual choices play a significant role in shaping the economy, while other economic systems may involve more government intervention and control.

Evaluation cost of franchise

The evaluation cost of a franchise refers to the expenses associated with assessing and determining the feasibility of investing in a particular franchise opportunity. These costs can include conducting market research, analyzing financial projections, hiring consultants or attorneys for due diligence, and potentially visiting existing franchise locations.

Loyalty Payment and initial payment of franchise

Loyalty payment in franchising refers to the ongoing fees or royalties that a franchisee pays to the franchisor for continued use of the franchise brand, support, and access to the business model. It is typically calculated as a percentage of the franchisee's revenue or a fixed amount.

On the other hand, the initial payment of a franchise is the upfront fee paid by the franchisee to the franchisor for the right to use the franchise brand and start a franchise unit. This payment is usually made at the beginning of the franchise agreement and covers the initial training, support, and the right to operate under the established franchise system.

Information seeking is a main point of entrepreneur. Is ka fida Mily ga digital world ma.

Information seeking is a crucial aspect of entrepreneurship, and it can be highly beneficial in the digital world. In the digital era, entrepreneurs have easy access to vast amounts of information and resources through the internet, which enables them to gather market insights, conduct research, identify trends, learn from successful ventures, and connect with potential customers and collaborators. This abundance of information in the digital world empowers entrepreneurs to make informed decisions, adapt to changing market dynamics, and seize new opportunities.

Entrepreneur redefine karna tha.

Entrepreneur: A visionary and proactive individual who identifies opportunities, takes calculated risks, and undertakes innovative ventures to create and grow successful businesses.

1 question apnay point of view sy dana tha

Mgt602: Today's 10 June 2023 Paper

conceptually mcqs too much easy...

3 Mark's questions:

1.The obstacles women face during establish or running their own business.

Obstacles women face during establishing or running their own business include gender bias, limited access to funding and capital, lack of mentorship and networking opportunities, work-life balance challenges, and societal expectations and stereotypes.

2.Who are social entrepreneurs and also write their two advantages..

Social entrepreneurs are individuals who use innovative approaches and business principles to address social and environmental problems, with the aim of creating positive social change.

Two advantages of social entrepreneurship are:

Positive Social Impact: Social entrepreneurs are driven by a strong desire to make a difference in society. Their ventures are focused on addressing pressing social issues and improving the well-being of communities and individuals.

Innovation and Sustainability: Social entrepreneurs often develop innovative solutions and business models to tackle social problems. They bring fresh perspectives and creative ideas to create long-lasting and sustainable change, fostering innovation in both social and business sectors.

3. Pure entrepreneurship is the riskiest route of starting a new venture logically explain it.

Pure entrepreneurship, which involves starting a completely new venture from scratch, is considered the riskiest route due to several reasons.

Uncertain Market Demand: When starting a new venture, there is inherent uncertainty regarding the market demand for the product or service being offered. It is challenging to accurately predict customer preferences, needs, and purchasing behavior. This uncertainty increases the risk of failure as the entrepreneur invests resources without a guaranteed market.

Financial Risk: Starting a new venture often requires a significant financial investment. Entrepreneurs may need to invest personal savings, secure loans, or attract investors. In the absence of an established track record or proven business model, securing financial support can be challenging. If the venture fails to generate sufficient revenue or encounters unexpected costs, the entrepreneur may face financial losses or even bankruptcy.

Operational Challenges: Launching a new venture involves various operational challenges, such as developing infrastructure, hiring and managing a team, establishing supply chains, and building distribution networks. Inexperience or unforeseen obstacles in these areas can lead to inefficiencies, delays, and increased costs, affecting the overall success of the venture.

Competitive Landscape: In most industries, new ventures face competition from existing players with established brands, customer bases, and market share. Competing against

well-established competitors requires substantial efforts to differentiate the offering, attract customers, and gain market traction. The high level of competition increases the risk of failure for new ventures.

Lack of Experience and Resources: Entrepreneurs starting a new venture often lack experience in managing all aspects of the business, including marketing, finance, operations, and human resources. Limited resources and expertise can hinder decision-making, execution, and adapting to market dynamics, increasing the risk of failure.

5 Mark's questions.

1- product name or trade name franchising scenario given tha just clarify krna tha scenerio ..

In the given franchising scenario, the term "product name" or "trade name" refers to the brand or name associated with the specific product or service being offered by the franchise. It is the recognizable and distinctive name that customers associate with the franchise and its offerings.

**2- Difference between market based and cash flow based evaluation approaches...That's all
Too much easy...Best of luck 👍**

The difference between market-based and cash flow-based evaluation approaches is that the market-based approach determines value by considering market prices of comparable assets or businesses that have been sold recently or are still available. In contrast, the cash flow-based approach estimates value by analyzing projected cash flows and discounting them to their present value, considering factors like risk and growth rate. The market-based approach relies on market data and transactions, while the cash flow-based approach focuses on future cash flows.

MGT602 Paper [Spring 2023].

MCQ(s): Easy thy saary & Handouts sy hi thy.

NIKKAY SAWAAL:

- **How Brainstorming is different from BrainWriting?**

here is a very short answer to the question "How Brainstorming is different from BrainWriting?"

Brainstorming: A group discussion technique by which efforts are made to find a conclusion for a specific problem by gathering a list of ideas spontaneously contributed by its members.

BrainWriting: A group creativity technique by which each member writes down their ideas anonymously on a piece of paper and shares them with the group.

- Name any 3 commitments which affects family business.

Here are 3 commitments which affect family businesses:

- **Affective commitment:** This is the emotional attachment that family members have to the business. It is based on a strong sense of belonging and identification with the business.
- **Normative commitment:** This is the sense of obligation that family members feel to the business. It is based on a belief that they have a responsibility to help the business succeed.
- **Continuance commitment:** This is the belief that family members have that they have too much to lose by leaving the business. It is based on factors such as financial security, social status, and emotional ties.

- Nhi Yaad.

WADDAY SAWAAL:

- **Explain Execution Intelligence with Example.**

Execution intelligence refers to the ability to effectively implement plans and strategies in a practical and efficient manner. It involves translating ideas into action, setting priorities, managing resources, and overcoming obstacles to achieve desired outcomes.

Example: An entrepreneur with strong execution intelligence might be someone who successfully launches a new product in the market. They not only come up with a brilliant

product idea but also possess the skills to execute the necessary steps to bring the product to market. They establish a production plan, secure funding or resources, manage the manufacturing process, develop a marketing strategy, and ensure smooth distribution and customer service. Through their effective execution, they are able to turn their idea into a tangible product that generates sales and creates value in the market.

- Nhi Yaad.
- Nhi Yaad.

Q.1 Write 3 drawbacks of entrepreneurs?

Three drawbacks of being an entrepreneur are:

Financial Uncertainty: Entrepreneurs often face financial risks and uncertainties, as income can be unpredictable and business ventures may require significant investments without guaranteed returns.

Work-Life Imbalance: Entrepreneurs often work long hours and face high levels of stress, which can lead to a lack of work-life balance and impact personal relationships and well-being.

Higher Risk of Failure: Starting a new venture comes with a higher risk of failure compared to traditional employment. Entrepreneurs must navigate challenges, market fluctuations, and competition, and there is no guarantee of success.

Q.2 Franchiser and franchisee relationship?

The franchisor and franchisee relationship is a contractual and mutually beneficial partnership where the franchisor grants the franchisee the right to operate a business using its established brand, systems, and support in exchange for ongoing fees and adherence to the franchisor's guidelines and standards.