

**GUJARAT NATIONAL LAW UNIVERSITY  
GANDHINAGAR**

Course: Social Entrepreneurship  
Semester-V (Batch: 2017-22)

End Semester Examination: October-2019

Date: 25<sup>th</sup> October, 2019

Duration: 3 hours

Max. Marks: 50

**Instructions:**

- Read the questions properly and write the answers in the given answer book.
- The respective marks for each question are indicated in-line.
- Do not write anything on the question paper.
- Indicate correct question numbers in front of the answers.
- No questions or clarifications can be sought during the exam period, answer as it is, giving reason, if any.

**Answer any five of the following:**

**Marks**

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|-----|--|------|
| Q.1 | Opportunity recognition involves movement from an idea to an opportunity. Timmons and Spinelli describe this process as “transforming caterpillars into butterflies”. If opportunities are implementable ideas, explain how the elements of Competitive advantage potential and sustainability potential are used as a tool to test ideas and convert them into social entrepreneurship.   | (10) |
| Q.2 | What is Business Model Canvas (BMC)? Explain the nine components of BMC with the help of a diagram for ‘Enable India’, which seeks to empower persons with disabilities.   | (10) |
| Q.3 | Who is Social Engineer? With help of a case illustration, explain how Social Engineers contribute towards development.   | (10) |
| Q.4 | What are the major scaling strategies of social entrepreneurship? Explain the advantages and disadvantages of ‘Dissemination’ and ‘Affiliation’ scaling strategies with suitable examples of social enterprises.   | (10) |
| Q.5 | What is the role of social entrepreneurship in contribution towards sustainable development? Explain the following principles of sustainable development with the help of BRAC, Bangladesh Social Enterprise:<br>(a) Catering to basic human needs<br>(b) Changing norms and behaviors to create opportunities<br>(c) Catering to the needs of future generations.   | (10) |
| Q.6 | Through collaboration, corporates and social enterprises can make the most of their complementary assets: social enterprises’ excellence in creating social innovation and new business models, and corporates’ effectiveness at delivering at scale. With the help of a case study of ‘Naandi-Right to clean drinking water’, explain how these collaborations can bring multiple benefits to both the partners across the whole spectrum of business activities, which explains the growing number of partnerships and resulted in creating impact in the society. | (10) |

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