

**K. J. SOMAIYA INSTITUTE OF MANAGEMENT STUDIES AND RESEARCH,**  
**Vidyavihar, Mumbai- 400077**

**Program: Across courses (Batch 2017-19), Trim. 5**  
**Subject: Social Entrepreneurship (Elective)**  
**(End Term Examination)**

**Maximum Marks: 25**  
**Duration: 2 Hrs.**

**Date: 12<sup>th</sup> January, 2019**

**Instructions**

**Question No.1 is compulsory. Attempt any 3 from the remaining.**

**QUESTION 1.** With an estimated two million social enterprises, India is one of the most dynamic social entrepreneurship environments globally, said Sir Ronald Cohen. With a myriad of socio-economic problems, the country also has a vibrant startup community with sustained support from investors globally.

“India offers a big potential in the world because impact investment has already taken routes of \$5 billion to \$6 billion, which can be defined as an investment where the impact is measured through financial returns. As I look ahead, I can see that we have no choice but make investing in social good a success.” **Source: <https://yourstory.com/undefined/>**

1. What do you understand by the term impact investment? Which are the well - known organisations currently functioning in this space?
2. What are the different ways in which investors can increase their ROI in social enterprises?

**QUESTION 2.** What according to Dees are the core dimensions and the amplifying dimensions of Social Entrepreneurship?

**QUESTION 3.** How can organizations create shared value?

**QUESTION 4.** Explain Maurya’s lean canvas model of social enterprise with an example.

**QUESTION 5.** You have been approached by a friend who wants to become a social entrepreneur in the health sector. Write an executive summary of a B Plan for a social enterprise.

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