

**MASTER OF BUSINESS ADMINISTRATION
(MBAEV)**

00245

**Term-End Examination
December, 2014**

**MCN-054 : ENTREPRENEURSHIP AND SMALL
BUSINESS MANAGEMENT**

Time : 3 hours

Maximum Marks : 100

Note : *Attempt any five questions. All questions carry equal marks.*

1. Examine the ways in which the socio-economic variables facilitate entrepreneurship. 20

2. (a) What are the qualities of a good entrepreneur? 10
(b) How do demographic variables affect entrepreneurial growth? 10

3. What is a detailed project report? Show its content by preparing a proforma of a project report. 20

4. Explain briefly the various types of entrepreneurs. Who are small scale entrepreneurs? What are the major problems faced by small entrepreneurs? 20

5. (a) Explain the steps involved in setting up SSI unit. 10
- (b) Explain the role of consultancy organisations in promoting entrepreneurship. 10
6. Discuss in detail various sources of financing available to entrepreneurs for setting up a small business enterprise. 20
7. "Pricing and credit decision in a business is very important." Elaborate this statement with the help of a suitable example. 20
8. Write short notes on the following : 4×5=20
- (a) Managing risk
- (b) Location plan
- (c) Family businesses
- (d) Buyout
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