

**M.Sc. IN HOSPITALITY ADMINISTRATION  
(MHA)**

**Term-End Examination**

**December, 2017**

**MHA-008 : MANAGING ENTREPRENEURSHIP  
AND SMALL BUSINESS IN TOURISM**

*Time : 3 hours*

*Maximum Marks : 100*

*Note : (i) Answer any five questions in about 600 words each.  
(ii) All questions carry equal marks.*

1. Identify the different types of Entrepreneurs. 20  
Describe the steps involved in developing  
Entrepreneurial competencies.
2. Explain the factors which needs to be analysed 20  
while assessing the market for a Small Scale  
Entreprise (SSE) start-up.
3. List the contents of a Standard Business Plan. 20
4. Elaborate factors and procedures for deciding 20  
Business Facility Locations. Explain locational  
problems for Single Facility and Multiple Facility  
unit.

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5. Write short notes in about 150 words each : 5x4=20
- (a) Difference between skill and competence
  - (b) Qualities of a Successful Entrepreneur
  - (c) Assest Management
  - (d) Small Industries Development Bank of India (SIDBI)
6. Discuss the need and major considerations for formulating 'Implementation Schedule' for a new hospitality unit. 20
7. What are the critical areas of concern during the Growth and Expansion stage of SSEs ? Suggest possible strategies to address them. 20
8. Elaborate how Cash Flow Schedule and Production Schedule can be used as an Evaluation and control tool in SSEs. 20
9. Discuss the tax structure for various form of Business Entreprise as applicable under the Indian Income Tax Act. 20
10. Discuss issues and problems in Family Business while suggesting strategies to cope with them. 20
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