

**CERTIFICATE IN ENTREPRENEURSHIP**

**Term-End Examination**

**December, 2011**

**CIE-03 : ENTERPRISE CREATION AND LEGAL  
REQUIREMENTS**

*Time : 2 hours*

*Maximum Marks : 50*

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*Note : Attempt any five questions.*

*All questions carry equal marks.*

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1. What is a 'limited liability company' ? What are its advantages ?
  
2. What is 'working capital' ? Explain the factors that influence the working capital requirements of a firm.
  
3. Explain the concepts of :
  - (a) Venture capital, and
  - (b) Lease Financing
  
4. What is 'Group Entrepreneurship' ? What is the need for promotion of Group Entrepreneurship in India ?

5. What is a 'Business Plan' ? What is its purpose ?  
What does the business plan consists ?
  6. Briefly discuss the different parts into which a business plan format is divided.
  7. Why is pricing important for a firm ? What are the different items included in the selling price ?  
Briefly explain the different pricing policies that are usually followed by firms.
  8. Briefly explain the different sources and uses of funds in an organisation.
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