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MS-093

**MANAGEMENT PROGRAMME (MP)****Term-End Examination****June, 2019****MS-093 : MANAGEMENT OF NEW AND SMALL  
ENTERPRISES***Time : 3 Hours**Maximum Marks : 100*

*Note : (i) There are two Sections : Section-A and  
Section-B.*

*(ii) Attempt any three questions from  
Section-A, carrying 20 marks each.*

*(iii) Section-B is compulsory carrying  
40 marks.*

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**Section—A**

1. Explain the main features of comprehensive policy package for SSI and Tiny Sector 2000. What were the measures taken to address the issues raised by MSME association ?

2. Define a business opportunity. Explain how a business opportunity is identified.
3. What are the sources of finance for MSME ? Explain the types of financial needs of a MSME.
4. How does a MSME manages its assets ? Discuss the role of trade debts in increasing sales of a MSME.
5. Write short notes on any *four* of the following :
  - (a) Securities and Exchange Board of India
  - (b) Entrepreneurship
  - (c) Plant Layout
  - (d) Industrial Engineering
  - (e) Total Performance Index

#### Section—B

6. Explain the various forms of internationalization of MSMEs. How does exports differ from Foreign Direct Investment (FDI) route of internationalization ?

7. "When the quantum of business is expected to be moderate and the entrepreneur desires that the risk involved in the operation be shared, he may prefer a partnership."

With reference to the statement given above explain the features of partnership.