

2022
M.Com. (E. & F.B.) Third Semester
FB-304: Family Business Management

Time allowed: 3 Hours

Max. Marks: 80

NOTE: Attempt five questions in all, selecting atleast two questions from each Unit.

x-x-x

UNIT - I

- I. Explain family business life cycle and life cycle stages. (16)
- II. What are basic characteristics of Family business? Discuss different steps in improving family business performance. (16)
- III. Professionalize or perish - this is the only option for a family business. As a young entrepreneur, why should you even make an effort to retain the family business? Discuss different points of resistance to change the young entrepreneur might face. (16)
- IV. Succession planning should also involve retirement planning. Comment and elaborate. (16)
- V. Write short notes on following:-
 - a) Strategies for promoting trust among family members
 - b) Planning of board meetings(2x8)

UNIT - II

- VI. Discuss the ethical dilemmas faced by family businesses. (16)
- VII. What does estate planning of family businesses involve? Discuss the importance of estate planning in successful succession of family business? (16)
- VIII. "Most family businesses are in existence because of either the bond that exists between the family or to gain certain benefits under the law", discuss. Give examples. (16)

P.T.O.

(2)

IX. Discuss the provisions for handling following issues in detail in a family business:-

a) Performance review

b) Sudden death

(2x8)

X. Write short notes on following:-

a) Social entrepreneurship

b) Problems with Mixing family and business profiles

(2x8)

x-x-x