

1129

**M.Com. (M.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. What constitutes a family business? Discuss some of the factors responsible for ineffective succession planning in family businesses? (16)
- II. Family business cultures are divided into two basic categories systems to a perspective and management force businesses. Which culture is more appropriate for building family businesses that last? Discuss. (16)
- III. Write short notes on following:-
 - a) Motivating nonfamily managers in family businesses
 - b) Re-orienting family businesses (16)
- IV. Discuss some of the key cultural and organizational family issues in family businesses? (16)
- V. "Trying to force people you don't trust to do what you want them to do over generations is doomed to failure. No matter what you write into the trust instrument, there are no ironclad guarantees that the company won't be sold. You have to get the people who can make or influence the decision to keep the company to buy into your fishing", do you agree or disagree with the statement? Support your answer. (16)

UNIT – II

- VI. Discuss some of the legal issues involved in effective control of a family business? (16)
- VII. Discuss the provisions dealing with possible future event of death of the principal family member without any provisions of succession planning? (16)
- VIII. Write short notes on following:-
 - a) Social entrepreneurship and family businesses
 - b) High pitch profiles (16)
- IX. Discuss various aspects of the state and ownership planning in family businesses. (16)
- X. Discuss the role of business ethics in family businesses? In today's cutthroat competition can a family business be profitable and ethical at the same time? Give examples. (16)

x-x-x