

(i) Printed Pages: 2

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(ii) Questions : 9

Sub. Code : 

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Exam. Code : 

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**Bachelor of Business Administration 5<sup>th</sup> Semester**

**1128**

**ENTREPRENEURSHIP AND SMALL BUSINESS**

**MANAGEMENT**

**Paper—BBA-304**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note :—** Candidates are required to attempt any *four* questions from Section A. Each question carries **5** marks, the total weightage being **20** marks. Do any *two* questions each from Sections B and C. Each question will carry **15** marks. The total weightage of each section being **30** marks.

**SECTION—A**

1. Do any *four* questions :

- (i) List five important competencies of an entrepreneur. 5
- (ii) Discuss the importance of motivation in entrepreneurship. 5
- (iii) What are the various sources of financing a new project ? 5
- (iv) Differentiate between intrapreneurship and entrepreneurship. 5
- (v) Write various steps of new product planning and development. 5
- (vi) What are the important objectives of small scale industries ? 5

## SECTION—B

2. Define an entrepreneur. What role does an entrepreneur perform in economic development of India ? 15
3. What is Entrepreneurial Motivation ? Discuss various factors behind Entrepreneurial Growth. 15
4. "Entrepreneurs are made not born." Discuss. What are the various problems faced in the conduct of EDPs ? 15
5. Discuss the process of Financial Appraisal. What are the documents required for availing Financial Assistance ? 15

## SECTION—C

6. Why is small business important for the development of any country ? What are the main problems faced by small scale enterprises ? 15
7. What is Project Report ? Explain the main contents of Project Report. 15
8. Discuss the role of various Government Institutes engaged in providing support and assistance to small scale enterprises. 15
9. Explain the concept of Profit Planning. Discuss various Financial Considerations for Small Scale Units. 15