

Roll No.

Total No. of Pages : 02

Total No. of Questions : 15

**MBA (2014 to 2017) (Sem.-4)**  
**ENTREPRENEURSHIP & MANAGING SMALL MEDIUM BUSINESS**  
Subject Code : MBA-402  
Paper ID : [A2525]

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTION TO CANDIDATES :**

1. SECTION-A contains SIX questions carrying FIVE marks each and students has to attempt ANY FOUR questions.
2. SECTIONS-B consists of FOUR Subsections : Units-I, II, III & IV. Each Subsection contains TWO questions each carrying EIGHT marks each and student has to attempt ANY ONE question from each Subsection.
3. SECTION-C is COMPULSORY and consist of ONE Case Study carrying EIGHT marks.

**SECTION-A**

- Q1. What do you mean by entrepreneurs?
- Q2. Innovation is one of the most important functions of an entrepreneur. Discuss.
- Q3. Distinguish between entrepreneur and intrapreneur.
- Q4. Write a short note on venture capital funding.
- Q5. Discuss various obstacle faced by women entrepreneur.
- Q6. What are the main sources of innovation?

**SECTION-B**

**Unit-I**

- Q7. Explain in detail the contribution of entrepreneurship in economic development of a country.
- Q8. What are the qualities of a successful entrepreneur?

**Unit-II**

- Q9. Define women entrepreneur. Describe reasons for slow progress of women entrepreneurs in India.
- Q10. Discuss the role and contribution of women entrepreneurs in India.

**Unit-III**

- Q11. Discuss the role and importance of small scale industries.
- Q12. Write a short notes on :
- (a) Nature and components of SME environment
  - (b) Sources of finance for SME's

**Unit-IV**

- Q13. Write a short note on :
- (a) Technical study
  - (b) Management feasibility
- Q14. Discuss the various activities and schemes of commercial banks.

**SECTION-C****Q15. Case Study :**

Reliance engineering is a manufacturing firm with about 160 employees. The founder of the business, Manoj, is not active now, and his son, Amit, is the person responsible for the business now. One of Amit's sisters, Ashwini, runs a small branch distributin office. Her husband, Arun works out of that office as a salesperson. There are two other people in the office.

Amit is reorganizing the business and planning to eliminate the two other office functions by moving them to the home office. Ashwini wants to hire her 21-year-old daughter, who has a degree, to fill the soon-to-be-created position of office assistant. From everything Amit understands, this is not the right thing to do. However, Ashwini cannot understand why. Amit has two sons about to leave college. His other sister, Veena, has one son, now out of college, and three daughters still in school.

Amit is not yet sure who else might want to join the business, but one of his sons, who will graduate with an industrial engineering degree next year, has expressed some interest.

**Case Questions :**

- (a) Is there a list of do's and don'ts regarding employment of family members in a family business?
- (b) Amit has not got down to documenting a family employment policy yet. Help him frame one.