

Name of course:	B.A.(P) Sem. II
Scheme/Mode of Examination:	CBCS
Name of the Paper:	Fundamentals of Entrepreneurship
UPC/Subject Code:	62411213_OC
Duration:	02 Hours
Maximum Marks:	75 Marks

*Attempt Any Four Questions. All questions carry equal marks.*

1. Discuss the various functions of an Entrepreneur in the context of enterprise creation.
2. Entrepreneurship and risk-taking move together. Discuss.
3. Presence of Achievement motivation is a pre-requisite for Entrepreneurship development. Discuss.
4. Why is it necessary to have Entrepreneurial Role Models for the Growth of Entrepreneurship in a country like India? Discuss with Example.
5. Describe the traditional and non-traditional measures of Entrepreneurial performance.
6. Discuss various risks in Entrepreneurial engagement and identify the Motivational rewards for entrepreneurs to overcome such risks.

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1. "Entrepreneurship is nothing but a conversion of dreams into viable action in a supportive environment." Elucidate in the Indian context.
2. Explain why Dhirubhai Ambani is a big entrepreneurial role model for Indian youth.
3. What are the main motivating factors for someone to take up entrepreneurship?
4. Give a brief account of entrepreneurial competencies.
5. "Entrepreneurial success or failure is two sides of the same coin, hence measurement of performance is a continuing process and does not deserve any special emphasis beyond normal business performance." Discuss.
6. What is the influence of higher order needs on entrepreneurial motivation?

**B.A (Prog.)**

**Entrepreneurship and Small Business**

**Paper-4 Semester IV**

**Management Aspect of Small Business- Operations, Office, Accounting and Functional Area**

**Unique Paper Code- 62413423**

Time- 2 hrs

MM-75

Note- attempt **any four** questions, all questions carry equal marks.

1. “An entrepreneur is a person who acts as an innovator, manager and coordinator of all managerial functions.” Elucidate, bringing out the functions of an entrepreneur. Discuss also the need of management of small business in India.
2. Explain the significance of redesigning business process, layout, production planning etc of the small business in India. Give some suitable example also.
3. “Computerised office system is the brain of small business which makes business office more user friendly”. Explain this statement and highlight the role of word processing, spread sheet data-based management system in small business.
4. From the following trail balance of M/S Bharat Traders, prepare Trading, Profit and Loss Account and Balance Sheet as on 31.03.2019.

<b>Items</b>	<b>Rupees</b>
Capital	3,50,000
Salaries	11,100
Building	187,500
Discount allowed	2000
Machinery	92,500
Stock (1 <sup>st</sup> April,2018)	1,65,000
Debtors	70,000
Bills Payable	50,000
General expenses	8000
Sales	6,35,000
Rent paid	37,100
Purchases	4,68,500
Wages	25,000
Electric charges	1,900
Cash in hand	18,000
Carried inwards	8,500
Sundry creditors	100,000
Cash at bank	30,000
Return inward	4,500
Return outward	11,00
Closing stock	1,82,100

5. "Product Life Cycle implies that the entrepreneurs should continually innovate so as to remain forever in growth stage". Elaborate this statement by defining the concept of Product Life Cycle, drawing and labelling the various stages in the Product Life Cycle.
6. Why entrepreneur is considered as the source of human capital. State the characteristics of management of human resource in small business. Discuss the ways in which business might attract and retain talent.

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**B.A(PROG.)**

**ENTREPRENEURSHIP AND SMALL BUSINESS**

**Paper- 4, Semester-4**

**MANAGERIAL ASPECTS OF SMALL BUSINESS: OPERATIONS, OFFICE,  
ACCOUNTING AND FUNNCTIONAL AREAS**

**Unique Paper Code:62413423**

Time: 2 HR

M.M.:75

Note- attempt **any four** questions, all questions carry equal marks.

1."An entrepreneur is a visionary that converts an idea into a business on the other hand a manager is an employee who works for salary". Do you think an entrepreneur can perform as a manager?

2."Operation management includes planning, organizing, coordinating and controlling". Explain them with suitable examples. Comment on the resources needed to produce goods and services effectively and efficiently.

3."Computerised office have advantage of increased efficiency and time management when compared with manual office "Do you agree with this statement? Support your answer with suitable examples.

4.Calculate the following ratios-

(a) Calculate Current Ratio from the following information:

<b>Items</b>	<b>Rs.</b>
Inventory	50,000
Trade receivables	50,000
Advance tax	4,000
Cash and cash equivalent.	30,000
Trade payables	1,00,000
Short-term borrowings (bank overdraft)	4,000

(b) Calculate Debt-Equity Ratio from the following information:

<b>Items</b>	<b>Rs.</b>
<b>Short Term Debt:</b>	
Notes payable	26,000
Current portion of long-term debt	30,000
<b>Long Term Debt:</b>	
Bond payable.	84,000
Other fixed payments	23,000
<b>Shareholder's Equity = 37,000</b>	

(c) From the following information calculate the Gross Profit Ratio and Operating Ratio:

<b>Items</b>	<b>Rs.</b>
Revenue from operations.	3,40,000
Cost of Revenue from operations.	1,20,000
Selling expenses	80,000
Administrative expenses	40,000

(d) From the following information calculate the Inventory Turnover Ratio:

<b>Items</b>	<b>Rs.</b>
Revenue from operations	4,00,000
Average Inventory	55,000

**Gross Profit Ratio = 10%**

5. "Consumer behavior is the study of individuals and organizations and how they select and use products and services". Comment with suitable examples.

6. How you elaborate that successfully managing the human resource aspect of business can be important even for very small business. Give suitable examples for your answer.