



B.Com. (Semester – VI) Examination, April 2015
ENTREPRENEURSHIP MANAGEMENT – II

Time : 2 Hours

Max. Marks : 80

Instructions : a) **All** questions are **compulsory**, however internal choice is available.

b) Answer sub-questions in question 1 and question 2 in **not more than 100 words each**.

c) Answer question 3 to question 6 **each in not more than 400 words each**.

d) Figures to the **right** indicate maximum marks to the question/ sub question.

e) Paper carries maximum of **80** marks.

1. Write short notes on **any four** of the following. **16**

- i) Importance of Incentives and Subsidies.
- ii) Role of Micro, Small and Medium Enterprises Development Institute (old name SISI).
- iii) Provisional and Permanent Registration of a SSI Unit.
- iv) Factors to be considered by an entrepreneur while deciding location of a SSI Unit.
- v) Prospects and problems of Partnership as a form of ownership for an entrepreneur.
- vi) Role of Small Industries Development Bank of India.

2. Write short notes on **any four** of the following. **16**

- i) Inventory Control.
- ii) Sources of working capital.
- iii) Marketing problems faced by SSI Units.
- iv) Consequences of industrial sickness.
- v) Entrepreneur's role in preventing Environmental Pollution.
- vi) Four factors influencing choice of Technology.

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3. a) State and explain briefly the procedure involved in setting up of a SSI unit. 12
- OR
- b) Comment on role and functions of Economic Development Corporation. 12
4. a) Comment on the role and functions of Goa Handicrafts Rural and Small Scale Industries Development Corporation. 12
- OR
- b) Explain any six incentives and subsidies offered by Government Goa for Small Scale Industries. 12
5. a) State and explain the various channels of distribution which can be adopted by an entrepreneur for effective marketing. 12
- OR
- b) What is Human Resource Management ? Explain the various sources of recruitment for a SSI unit. 12
6. a) What is Industrial Sickness ? What are the various causes of Industrial Sickness ? 12
- OR
- b) Explain why entrepreneurs should be socially responsible. Explain the social responsibilities of an entrepreneur towards Customers and Employees. 12