

BACHELOR OF BUSINESS ADMINISTRATION
Third Semester
Entrepreneurship and Small Business Management
(BBA-14)

Duration: 3Hrs.

Full Marks: 70

Part-A (Objective) =20

Part-B (Descriptive)=50

(PART-B: Descriptive)

Duration: 2 hrs. 40 mins.

Marks: 50

1. Answer the following questions: (any five)

2×5=10

- a) What do you mean by Entrepreneurship?
- b) What do you mean by Creativity? What are the two processes of creativity?
- c) Why 'The Micro, Small and Medium Enterprises Development Act, 2006' was enacted?
- d) What are the importance of Entrepreneurship development in today's global environment?
- e) What are the different types of personality of entrepreneur?
- f) What are the driven motives according to McClelland regardless of culture or gender?
- g) What do you mean by Motivation?

2. Answer the following questions: (any five)

3×5=15

- a) Write a short note on 'sensing business opportunity'.
- b) How the entrepreneurial opportunity can be assessed?
- c) Write down the differences between Entrepreneurship and self-employed.
- d) What are the needs of Entrepreneurship in environment?
- e) Write down some myths which are mostly assumed by people regarding entrepreneurship.
- f) What are the sources of raising funds for a particular small business?
- g) Mention the name of the documents which are essential to launch a small business.

3. Answer the following questions: (any five)

5×5=25

- a) What are the programmes that Government has launched to support entrepreneurs?
- b) Explain about the contents of business plan.
- c) Classify the Micro, Small and Medium Enterprise according to 'The Micro, Small and Medium Enterprise Development Act, 2006'.
- d) When an enterprise thinks about their modernization and expansion strategy?
- e) What are the factors that have influence on site selection for a new business?
- f) What are the scopes present in North-East Assam for entrepreneurial growth?
- g) Mention the advantages of proper site selection for a business.

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(The figures in the margin indicate full marks for the questions)

Duration: 20 minutes

Marks – 20

PART A- Objective Type

A. Choose the correct answer:

1×20=20

1. Entrepreneurial Qualities-----
a) Are inborn in nature b) can be acquired c) are god-gifted d) none of these.
2. OECD stands for—
a) Organisation for Economic Co-operation and Development
b) Organisation for Entrepreneurship Co-operation and Development
c) Organisation for Entrepreneurship Centre for Development
d) Organisation for Economic Centre and Development
3. The Micro, Small and Medium Enterprise Development Act was enacted in the year of---
a) 2004 AD b) 2006 AD c) 2008 AD d) 2002 AD
4. Entrepreneurship= Enterprise+-----
a) Entrepreneurial b) Enterprise c) Entrepreneur d) None of the above.
5. McClelland Theory of motivation is related with---
a) Physiological need b) Power need c) Self-esteem need d) Sociological need
6. If the small enterprise is related with production, then the investment amount should be---
a) 0 lakhs-5 lakhs b) 5 lakhs-10 lakhs c) 10 lakhs-15 lakhs d) 15 lakhs-20 lakhs.
7. Launching of a business is the departure on an -----
a) Uncertain journey b) Certain journey c) Conditional journey d. Unconditional journey.
8. Creativity involves two processes, first is-----
a) Viewing b) Seeing c) Thinking d) Talking.
9. SME stands for-----
a) Society and Market Expansion b) Society and Market Evolution
c) Small and Micro Sized Enterprise d) Small and Medium sized Enterprise.

10. Red-Tapism means---
- Excessive formality and routine
 - Less formality and Excessive routine
 - Less routine and excessive formality
 - None of these.
11. An example of exit strategy is----
- Merger
 - Acquisition
 - Buyout partner
 - All of the above
12. To get Entrepreneurial license, it takes time about----
- 271 days
 - 270 days
 - 272 days
 - 269 days.
13. Which one among the following is a content of business plan---
- Cover page
 - Marketing plan
 - Financial plan
 - All of the above.
14. NSIC an ISO 9001 certified company was established in the year of.....
- 1955
 - 1954
 - 1953
 - 1956
15. Which of the following organisation markets the MSME products directly in the domestic and overseas market-----
- EDP
 - IIE
 - MDP
 - NSIC
16. Which of the following bank has been established as the apex institution for financing the MSME-----
- NABARD
 - IDBI
 - SIDBI
 - UCO
17. For the promotion of Small and Medium enterprises, the government has launched a credit scheme, known as-
- Credit Linked Capital Subsidy Scheme
 - Credit Launch Capital Subscribe Scheme
 - Credit Liked Commodity Subscribe Scheme
 - Credit Liked Capital Subsidy Scheme
18. The first theory on motivation was given by-----
- Herzberg
 - A.H Maslow
 - McClelland
 - P. Kotlar
19. MSME units with a turnover of Rs 1 cr. Or less per year have been exempted from payment of---
- Custom duty
 - Interest rate
 - Excise duty
 - Loan recovery
20. According to McClelland, regardless of culture or gender, people are driven by---
- Two motives
 - Three motives
 - Four motives
 - Five motives
