



**B.Com. (Semester – VI) Examination, April 2017**  
**ENTREPRENEURSHIP DEVELOPMENT – II**  
**(New Course)**

Duration : 2 Hours

Max. Marks : 80

- Instructions :** 1) **All** questions are **compulsory**, however **internal** choice is available.  
2) Answers to sub-questions 1 and question 2 to be answered in **not more than 100 words each**.  
3) Answer questions Q.3 to Q. 6 **each** to be answered in **not more than 400 words each**.  
4) Paper carries **maximum** of **80** marks.

1. Write short notes on **any four** of the following : (4×4=16)  
a) Micro Small Medium Enterprises Act.  
b) Concept of recruitment selection and training of staff.  
c) Four sources of fixed capital.  
d) Four factors affecting choice of channels of distribution.  
e) Role of State Financial Corporation.  
f) Need for incentives for entrepreneurs.
2. Write short notes on **any four** of the following : (4×4=16)  
a) Need for inventory control.  
b) Functions of District Industries Centre.  
c) Functions of Goa Handicraft Rural and Small Scale Industries Development Corporation.  
d) Chief Ministers Rozgar Yojana.  
e) Remedial measures to overcome industrial sickness.  
f) Social responsibilities of entrepreneurs towards shareholders.
3. a) Explain the various forms of ownership. Which are the factors to be considered for selection of form of ownership ? 12

OR

- b) Explain provisional registration procedure and its importance for SSI units. 12





4. a) What is marketing management ? Explain the marketing problems faced by SSI and suggest suitable remedial measures to overcome them. 12

OR

- b) Explain the concept of production, material and purchasing management as functional areas of management. 12

5. a) Explain the role and functions of Small Industries Development Bank of India and District Rural and Development Agency in India. 12

OR

- b) Describe briefly the incentives and subsidies offered by State Government of India. 12

6. a) What is industrial sickness ? Explain the various causes and consequences of industrial sickness. 12

OR

- b) What are the social responsibilities of an entrepreneur towards suppliers and competitors ? 12