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**B.Com. (Semester – VI) Examination, October 2012**  
**ENTREPRENEURSHIP MANAGEMENT – II**

Duration : 2 Hours

Total Marks : 80

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

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

iii) **Answer questions from Question 3 to Question 6 in not more than 400 words each.**

iv) **Figures to the right indicate maximum marks to the questions-sub questions.**

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

1. Answer **any four** of the following : (4×4=16)

- a) Comment on the factors liable for deregistration of small scale industries.
- b) Discuss the procedure to be followed by an entrepreneur to obtain power connection of small scale industries.
- c) Explain the role played by District Rural Development Agency.
- d) Evaluate the functions of The National Institute for Entrepreneurship and Small Business Development.
- e) Discuss the need for incentives and subsidies.
- f) Explain the Prime Minister's Rozgar Yojana Scheme.

2. Answer **any four** of the following : (4×4=16)

- a) Discuss the importance of inventory control.
- b) Explain the different methods of training and development.
- c) Evaluate the external causes of Industrial Sickness ?
- d) Discuss the measures to overcome Industrial Sickness.
- e) Enumerate the responsibilities of an entrepreneur towards a consumer.
- f) Evaluate the responsibilities of an entrepreneur towards the Government.

3. A) Discuss the various steps that need to be taken by entrepreneurs to set up a small scale unit. 12

OR

B) State and explain any four forms of organization for an entrepreneur to undertake a business. 12

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4. A) Discuss the role played by Small Industries Development Bank of India. 12  
OR  
B) Discuss the functions of the Economic Development Corporation. 12
5. A) Describe the various types of distribution channels for the marketing of goods. 12  
OR  
B) What is Working Capital ? Explain the various sources of working capital. 12
6. A) State and explain the various incentives and subsidies offered to entrepreneurs by the State Government. 12  
OR  
B) Discuss the important symptoms and consequences of Industrial Sickness. 12