

This question paper contains 4 printed pages].

Your Roll No.

914

B.Sc.(Hons.)/II **C**
CHEMISTRY—Paper XII (b)
(Entrepreneurship and Small Business)

Time : 3 Hours

Maximum Marks : 55

(Write your Roll No. on the top immediately on receipt of this question paper.)

Attempt Five questions in all. Question No. 1 is compulsory.

Attempt two questions from each Section.

Each question carries 15 marks.

1. Attempt any three of the following : (5×3=15)
- (a) Can a cash a/c (not a bank a/c) show a credit balance ?
 - (b) Distinguish between Balance Sheet and Statement of Affairs.
 - (c) How do you deal the following adjustment while preparing the final a/c of a proprietor ?
 - (i) Salary outstanding;
 - (ii) Commission received in advance;

P.T.O.

- (d) Find out Gross Profit from the following :

Opening stock Rs. 25,000; wages Rs. 10,000; salary Rs. 15,000; purchase of goods Rs. 1,10,000; carriage Inward Rs. 25,000; closing stock of goods Rs. 50,000. The trader sells the goods at a profit of 20% on sales.

- (e) Pass Journal entries of the following transactions of a business :

- (i) Salary of Rs. 5,000 is outstanding to Gopeshwar of sales dept.
- (ii) Goods sold for Rs. 50,000 to Ranu for cash.
- (iii) Furniture purchased of Rs. 80,000 from Jagdish Suppliers.

Section A

2. Define Entrepreneurship and distinguish it from Intrapreneurship. Also identify various dimensions of the concept of Entrepreneurship.

3. (a) Do you believe in the presence of specific competencies in individuals is essential for attaining Entrepreneurial success.
- (b) Describe the role of Entrepreneurship Development Institute in the promotion of Entrepreneurship in Small Business in India.
4. (a) 'Venture Capital availability is a facilitating factor for the growth Small Enterprise sector.' Elucidate.
- (b) 'The length of operating cycle determines the size of working capital needs of a firm.' Discuss.
5. (a) How do you identify a project/product for business opportunity ?
- (b) Describe the contents of a project report.

Section B

6. (a) Describe the steps involved in setting up of a business venture.

- (b) Why company form of business is far superior to partnership form of business ?
7. (a) What do you mean by product differentiation ? Explain with examples.
- (b) How does pricing policy itself act as an advertising strategy ?
8. (a) For a small enterprise, stabilisation strategies are more important than growth strategies. Discuss.
- (b) Describe various mechanisms of appraising a project.
9. Write notes on any two :
- (a) Break-even analysis;
- (b) Basic start-up problem;
- (c) Market segmentation;
- (d) Factors for business location.