

This question paper contains 3 printed pages.]

Your Roll No.

1258

A

B.Sc. (Hons.)/II
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 and carries 15 marks.

Attempt **two** questions from each Section

which carries **10** marks each.

1. Attempt any **three** of the following : 5 × 3
- (a) Explain the meaning and significance of going concern concept.
- (b) Journalise the following transactions in the books of Mohan :
- (i) Jan 1 : Started business with cash Rs. 50,000.
- (ii) Jan 4 : Bought goods from Rajesh Rs. 10,000 on which he allowed discount 10%.
- (iii) Jan 6 : Sold goods on Credit to Anand Rs. 5,500.

[P.T.O.]

- (iv) Jan 10: Paid rent Rs. 10,000.
 - (v) Jan 15: Paid Rs. 1,000 in cash as wages on installation of machine.
- (c) Explain the Matching Principle. What are its Limitations?
- (d) Classify the following under Real, Nominal and Personal Account.
- (i) Cash
 - (ii) Loan
 - (iii) Drawings
 - (iv) Capital A/c
 - (v) Prepaid Insurance Premium
- (e) What is a Trial Balance? What are the objectives of preparing the Trial Balance?

SECTION-A

2. (a) What do you understand by behavioural competencies? Explain any three competencies which you consider important for an entrepreneur.
- (b) Explain how small business acts as a seed-bed of entrepreneurship with some suitable examples.
3. (a) Discuss the factors that determine the working capital requirements of a small venture.
- (b) Describe the role of NGOs and Industry Associations in supporting small scale industries.

4. What factors would you consider for locating a fast food restaurant and why?
5. Distinguish between :
 - (i) Shares and debentures
 - (ii) Leasing and Hire purchase.

SECTION-B

6. Why is pricing crucial in entrepreneurial activity? Discuss the various pricing options available to a small scale entrepreneur during various stages of the product life cycle.
7. Suggest a suitable channel of distribution for an enterprise that is going to launch a new brand of mobile phone or shampoo.
8. 'An organisation that does not grow will eventually die.' Comment. What are the various growth strategies available to an entrepreneur who retails ready-made garments for men?
9. Write short notes on any *two* :
 - (a) Break Even Analysis.
 - (b) Basic Start-up Problems.
 - (c) Venture Capital
 - (d) SIDBI