BBA-12

June - Examination 2026

Bachelor of Business Administration (IInd Year) Examination

Entrepreneurship and Small Scale Businesses

Paper : BBA-12

[*Time:* ***3*** *Hours*] [*Maximum Marks:* ***70***]

Note :- The question paper is divided into three sections A, B and C. Write answers as per the given instructions in each section.

Section-A **7×2=14**

(Very Short Answer Type Questions)

Note :- Answer **all** questions. As per the nature of the question delimit your answer in one word, one sentence or maximum up to **30** words. Each question carries **2** marks.

1. (i) List any five barriers to Entrepreneurship.

   (ii) Define an Entrepreneur.

   (iii) What is meant by Entrepreneurship Development Programmes (EDPs)?

   (iv) Define Small Scale Business.

   (v) What is Sole Proprietorship?

   (vi) Define Business Communication by Entrepreneur.

   (vii) What is meant by Export and Import?

Section-B **4×7=28**

(Short Answer Type Questions)

Note :- Answer **any four** questions. You have to delimit your each answer maximum up to **200** words. Each question carries **7** marks.

2. Explain the concept of Entrepreneurship and discuss its significance in economic and industrial development.

3. Describe the major characteristics of a Successful Entrepreneur. Also explain the rewards and challenges associated with Entrepreneurship.

4. Discuss the various challenges and barriers faced by Women Entrepreneurs in establishing and managing enterprises.

5. Explain the major problems encountered by Small Scale Industries (SSIs) in India and discuss the different sources of finance available to them.

6. Explain the advantages and limitations of the Company Form of Organization as a business structure.

7. Describe the concept of Profit Planning and explain the important steps involved in the profit planning process.

8. Explain the role of government agencies in meeting the credit requirements of Small Scale Industries (SSIs).

9. Discuss the concept of Import Substitution and explain its importance in economic development.

Section-C 2×14=28

(Long Answer Type Questions)

Note :- Answer **any two** questions. You have to delimit your each answer maximum up to **500** words. Each question carries **14** marks.

10. "Entrepreneurship represents innovation, risk-bearing ability and dynamic leadership." Explain the statement with reference to the role of entrepreneurs in business development.

11. Discuss the various stages or phases involved in the Entrepreneurship Development Programme (EDP) and explain their importance.

12. Define Entrepreneurial Motivation and explain the factors that motivate individuals to establish and operate new ventures.

13. Explain the concept of Export Promotion and discuss the various measures and levels involved in promoting exports.
