MP-110/MP-403(Old)

June - Examination 2026

Master of Business Administration (Ist Year) Examination

Entrepreneurship and Small Business Management

Paper : MP-110/MP-403 (Old)

[*Time: **3** Hours*] [*Maximum Marks: **80***]

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 **8×2=16**

(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) Who are first generation entrepreneurs?
   (ii) What is entrepreneurial competence?
   (iii) Define small-scale business.
   (iv) What is market assessment?
   (v) State the elements of a business plan.
   (vi) Name the types of books of Accounts.
   (vii) What are the quality ethics and quality standards?
   (viii) Define suppliers.

Section-B **4×8=32**

(Short Answer Type Questions)

Note :- Answer **any four** questions. You have to delimit your each answer maximum up to **200** words. Each question carries **8** marks.

2. Explain the major characteristics and qualities of a successful entrepreneur and discuss their importance in entrepreneurial success.
3. Discuss the various motivational factors that encourage individuals to establish and manage their own business enterprises.
4. Examine the role and contribution of small-scale industries in the economic development of India.
5. Explain the step-by-step process involved in establishing a small business unit, from idea generation to commencement of operations.
6. Discuss the key components and major areas of market assessment that should be analyzed before launching a business venture.
7. Explain the functions and significance of State Small Industries Development Corporations (SSIDCs) in promoting and supporting small-scale enterprises.
8. Analyze the major problems and challenges faced by small-scale industries and suggest suitable measures to overcome them.
9. Discuss the different stages of an organizational life cycle and explain the characteristics associated with each stage.

Section-C 2×16=32

(Long Answer Type Questions)

Note :- Answer **any two** questions. You have to delimit your each answer maximum up to **500** words. Each question carries **16** marks.

10. Discuss the concept of Entrepreneurship Development Programmes (EDPs). Explain their need, objectives and role in promoting entrepreneurial capabilities and enterprise creation.

11. Critically examine the impact of Information and Communication Technologies (ICTs) on Micro, Small and Medium Enterprises (MSMEs). Discuss the opportunities, benefits and challenges associated with the adoption of ICT in the MSME sector.

12. Compare and contrast the roles and functions of Small Industries Development Organisation (SIDO) and National Small Industries Corporation (NSIC) in the development and promotion of small-scale industries in India.

13. Discuss the importance of succession planning in family-owned businesses. Identify and explain the key factors that should be considered while developing an effective succession plan to ensure continuity and long-term sustainability of the business.
