



**B.Com. (Semester – VI) (Repeat) Examination, October 2015**  
**ENTREPRENEURSHIP MANAGEMENT – II**

Duration : 2 Hours

Total Marks : 80

**Instructions :** 1) *All questions are compulsory, however internal choice is available.*

2) *Answer sub-question in Question No. 1 and Question No. 2 in not more than 100 words each.*

3) *Answer Question No. 3 to Question No. 6, each in not more than 400 words.*

4) *Figures to the right indicate maximum marks allotted to the question/sub question.*

5) *Paper carries maximum of 80 marks.*

1. Write short notes on **any four** of the following : 16
    - i) Four factors influencing choice of location of business unit.
    - ii) Goa, Industrial Development Corporation.
    - iii) Procedure to be followed by an entrepreneur for obtaining Power Connection.
    - iv) Adverse effects of offering incentives to entrepreneurs.
    - v) Need for incentives and subsidies to entrepreneurs.
    - vi) Prime Ministers Rojgar Yojana Scheme.
  
  2. Write short notes on **any four** of the following : 16
    - i) Four factors influencing choice of channel of distribution.
    - ii) Symptoms of industrial sickness.
    - iii) Four sources of fixed capital.
    - iv) Importance of inventory control.
    - v) Marketing problems faced by small scale industry.
    - vi) Social responsibility of entrepreneur towards employees.
  
  3. a) Explain the provisional and permanent registration procedure to be followed by small scale industry. 12
- OR
- b) How will you choose the most appropriate form of entrepreneurial organisation for your business ? 12



4. a) Explain the role played by Economic Development Corporation in Goa. 12  
OR  
b) Describe any six incentives and subsidies offered by Government of Goa to entrepreneurs. 12
5. a) What is Production Management ? Explain in detail the various factors influencing Choice of Technology. 12  
OR  
b) What is Human Resource Management ? Explain the various sources of recruitment for a small scale industry. 12
6. a) What is industrial sickness ? What are the consequences of industrial sickness ? 12  
OR  
b) What are the social responsibilities of an entrepreneur towards customers and society. 12