

TIME: 03 HRS

MAX MARKS: 80

N.B.

1. Question No 1 is compulsory.
2. Solve any three questions out of remaining five questions.
3. Assume suitable data if necessary.
4. Figures to right indicate marks.

Q. 1. Solve any four out of five.

(4\*5=20)

- a. List different methods of acquisition/merger.
- b. Explain the role of Entrepreneur in the economic development of the country.
- c. List the Government policies on SMEs.
- d. Describe the challenges of e-business models.
- e. Define a Woman Entrepreneur and state the steps the government should take to encourage women entrepreneurs.

Q. 2.

- a) Compare Financial and Non-Financial methods of motivation for employees. (10)
- b) Write a detailed business report on starting a new Electronic Components business using SWOT (Strength Weakness Opportunity Threat) analysis. (10)

Q. 3.

- a) Enlist different factors that an entrepreneur should consider to make sure that the a new venture does not fail. (10)
- b) State and explain with examples indicating the features of a good marketing plan. (10)

Q. 4.

- a) Define an ERP. List the different features of ERP. (10)
- b) "Technology adoption leads to Successful Business activity". Comment on this statement. Justify your answer. (10)

Q. 5.

- a) Define E-commerce and explain different types of E-commerce. (10)
- b) Explain Supply Chain Management (SCM) and enlist its characteristics. (10)

Q. 6.

- A) List and explain the different sources of Long term Finance. (10)
- b) Explain procurement and E-Procurement. Also describe the components of e-Procurement. (10)

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