



B.Com I (Pass)
Entrepreneurship & Small Business Management
Set B

Time 1.30 Hrs.

Max. Marks 40

Compulsory to attempt all the questions. All Questions carry equal marks.

A. Multiple Choice Questions

[1*10=10]

Q.1 Entrepreneurship term used in business field by-

- | | |
|----------------------|---------------|
| a) Richard cantillon | b) Bethlehem |
| c) Louie Pasture | d) Mc lleland |

Ans. A

Q.2 Which is not the characteristics of entrepreneurship-

- | | |
|----------------------|------------------------|
| a) Economic Activity | b) Organizing Function |
| c) Dynamic Function | d) Small Area |

Ans.D

Q.3 Which is not the personality trait of an entrepreneur-

- | | |
|----------------------|---------------------|
| a) Self Efficiency | b) Sense Of Urgency |
| c) High Energy Level | d) Innovation |

Ans. D

Q.4 Indian Institute Of Entrepreneurship IS Situated in-

- | | |
|-----------------|------------------|
| a) Guwahati | b) Hyderabad |
| c) Delhi | d) Mumbai |

Ans. A

Q.5 Which one of the following are development banks-

- | | |
|---------|----------|
| a) IFCI | b) ICICI |
|---------|----------|

c) IDBI

d) All Of above

Ans. D

Q.6 How many TCOs are providing consultancy services to entrepreneurs-

a) 9

b) 10

c) 15

d) 17

Ans. D

Q.7 Single point registration for government purchase is known as-

a) NSIC

b) IDBI

c) SFC

d) IFCI

Ans. A

Q.8 Which one is not the need of EDPs programmes-

a) Economic Growth

b) Balance Regional Development

c) Eliminate Poverty

d) Provide Status

Ans. D

Q.9 An Entrepreneur does not give value to-

a) Self respect

b) Freedom

c) Sense of accomplishment

d) Profit

Ans. D

Q.10 State the Behavioral trait of an entrepreneur-

a) Hard work

b) Independence

c) Sense of urgency

d) Realism

Ans. D

B. Long type Questions:

1 Write a short notes on-

(A) SIDO (B) EDII

Ans. Small Industries Development Organisation (SIDO) !

Small Industries Development Organization (SIDO) is a subordinate office of the Department of SSI & Auxiliary and Rural Industry (ARI). It is an apex body and nodal agency for formulating, coordinating and monitoring the policies and programmes for promotion and development of small-scale industries.

Development Commissioner is the head of the SIDO. He is assisted by various directors and advisers in evolving and implementing various programmes of training and management, consultancy, industrial investigation, possibilities for development of different types of small-scale industries, industrial estates, etc.

The main functions of the SIDO are classified into:

1 Co ordination

2 Industrial Development

3 Extension

These functions are performed through a national network of institutions and associated agencies created for specific functions. At present, the SIDO functions through 27 offices, 31 small industries service institutes(SISI), 37 Extension centers, 3 Product-cum-process development centres, and 4 production centres.

All small scale industries except those falling within the specialized boards and agencies like Khadi and village industries (KVI), coir board, central silk board, etc., fall under the purview of the SIDO.

The main functions performed by the SIDO in each of its three categories of functions are:

Functions relating to coordination-

A To evolve a national policy for the development of SSI.

B To coordinate the policies and programmes of various state governments.

C To maintain a proper liaison with the related central ministries, planning commission, state governments, financial institutions etc.

D To coordinate the programmes for the development of industrial estates.

Functions relating to industrial development:

A To reserve items for production by SSI.

B To collect data on consumer items imported and then encourage the setting of industrial units to produce these items by giving coordinated assistance.

C To render required support for the development of ancillary units and,

D To encourage small scale industries to actively participate in government stores purchase programme by giving them necessary guidance, market advice, and assistance.

Functions relating to extension :

A To make provision to technical services for improving technical process, production planning, selecting appropriate machinery. And preparing factory lay- out and design.

B To provide consultancy and training services to strengthen the competitive ability of small scale industries.

C To render marketing assistance to small scale industries to effectively sell their products.

D To provide assistance in economic investigation and information to small scale industries.

EDII

This institute Set up in 1983, Entrepreneurship Development Institute of India, (EDII) is an autonomous and not-for-profit institute, situated in Ahmedabad, Gujarat. The objective of the institute is to become a catalyst for helping the competent first generation entrepreneurs and help in the transition of existing small and medium enterprise (SMEs) into growth-oriented enterprises with the help of entrepreneurship education, research, training, and institution building. EDII has also helped set up 12 state-level exclusive Entrepreneurship Development Centres and Institutes to pursue its mission. It has also established a Centre for Research in Entrepreneurship Education and Development (CREED) to widen the frontiers of Entrepreneurship Research. The institute also strives to become a globally leading resource centre of knowledge management, pertaining to the various aspects of entrepreneurship.

There are various academic courses that are offered by EDII Ahmedabad in management and the campus of Entrepreneurship Development Institute of India, (EDII) offers various facilities to the students. EDII has a library with a specialized collection of books, journals, CD-ROMs in entrepreneurship & related areas, computer centre which is equipped with state-of-art technology. The campus is also wi-fi enabled with high-speed internet bandwidth and security and has an air-conditioned dining hall. The classrooms of the institute are also air-conditioned and there are technically equipped meeting rooms. The auditorium of the institute has an advanced audio-visual arrangement with line-array system and acoustic setup and the conference hall also has a projector facility with Hi-tech audio-visual equipment. The institute also offers hostel facilities for both boys and girls, and the rooms of the hostels are fully air-conditioned. For recreation, the institute offers its students a wide range of sports and cultural activities.

The placement cell of Entrepreneurship Development Institute of India, (EDII) Ahmedabad offers a wide range of employment opportunities for the students of all courses. Various companies from the management sectors come to hire students who participate in the placement process of the institute. With the help of campus placements at EDII, students can get placements in some of the top recruiting companies.

2” Business is a game of skills and certain basic traits”. Explain & discuss a few basic and specific traits of an entrepreneur.

Ans. Traits of an entrepreneur-

9 traits of successful entrepreneurs should develop

Entrepreneurial spirit—it’s a phrase you might see in some job ads. Granted, your track record might not look like Mark Zuckerberg’s, Lori Greiner’s, or Richard Branson’s, but that doesn’t mean you can’t emulate successful entrepreneurs at work.

Motivation

Hard-working business owners are incredibly motivated to succeed. Adopting this mindset—and being able to demonstrate your motivation to an employer—is crucial, says Karen Litzinger, a career coach in Pittsburgh. “You need to bring enthusiasm to everything you do at your job,” Litzinger says.

Fortunately, showing you’re highly motivated is simple: “You have to show up to work every day with a positive attitude,” Plutz says. “Employers want to see you’re passionate.”

Creativity

No matter what industry you’re in, employers want workers with out of the box ideas , Litzinger says. “They want employees to be able to not only carry out assignments, but also come up with better ways of doing things,” she says.

That’s why it’s important to be creative—to always be thinking of new ways you can improve your company’s workflow, productivity, and bottom line.

Persuasiveness

Persuasiveness can make you a better negotiator, which gives you an edge when going after a plum assignment, raise, or promotion, says career coach Phyllis Mufson.

“There are times when you are going to need to convince a client, a co-worker, or your boss to take certain actions, so you need to be persuasive” when presenting your ideas, Litzinger says.

Vision

Successful entrepreneurs always keep one eye on the big picture, and this ability can make you a better employee. “Vision is about strategic planning,” Litzinger says.

Can you see what direction the industry is going? Can you identify challenges for your company? Can you tackle your day-to-day job responsibilities, while staying focused on long-term goals and initiatives?

Versatility

You have to be able to adapt to changes in the workforce. “You may be hired for a specific set of skills, but it’s important to be able to shift as needed,” Litzinger says.

You want to be someone that your boss can go to in a pinch, so be prepared to tackle work that’s outside your job description. It’s also important to be an early adopter of new technology and keep your skill current, Litzinger says.

Risk tolerance

“Every employer wants to grow their business, which often involves risk and change,” says Litzinger. Translation: Don’t be afraid to take risks when pursuing new clients, for example, or testing a new product. (One caveat: Make sure you have your boss’ buy-in before taking a risk.)

Flexibility

Like an entrepreneur, you have to be able to adapt to change and solve problems as they arise, Mufson says. A good team player can shift their priorities to help out whenever the team needs assistance. Thus, flexibility means being receptive to other people’s needs, opinions, and ideas and being open minded to feed from your manager.

Decisiveness

Do you exercise sound judgment under pressure? When you’re an entrepreneur, you don’t have room to procrastinate—and the same is true for employees. “You have to be able to take action when needed,” Litzinger explains. You must know how to prioritize tasks and make decisions quickly. (It helps to be organized.)

Collaboration

Savvy entrepreneurs are not only brilliant leaders, but also great collaborators, Plutz says, so you have to be an effective team player. Unsurprising, 78% of hiring managers seek job candidates who demonstrate strong teamwork skills, according to the National Association of Colleges and Employers job outlook 2017 survey.

Ultimately, using entrepreneurial skills at work entails adjusting to other people’s work styles, avoiding office politics, celebrating your peers’ successes, meeting your deadlines, and putting your company’s goals first

3“ Both managers & Entrepreneurs have different vision, goals, approach and ways of doing work.” Explain and point out the differences between an entrepreneur and manager.

Ans. Difference between entrepreneur and manager-

The main difference between Entrepreneur and Manager is their role in the organization. An entrepreneur is the owner of the company whereas a Manager is the employee of the company. Entrepreneur is a risk taker, they take financial risk for their enterprise. The entrepreneur has a vision and focuses on achievements and profit.

Entrepreneurs vs Managers

Who is an Entrepreneur?

Very basically speaking, an entrepreneur is a one-man show that runs entrepreneurship. However, such a person usually has some unique attributes that allow him to be successful in his endeavors. He is essentially an initiator and a leader. He brings business ideas to fruition thus starting off his venture.



A successful entrepreneur is usually a responsible person. He is accountable for the success or the failure of his venture, and he takes this responsibility very seriously. And since he is the only person in-charge he is automatically the leader. In fact, qualities are one of the main aspects of an entrepreneur.

Who is a Manager?

A manager, on the other hand, is not an owner of an enterprise. Instead, he is the one that is responsible for the management and administration of a group of people or a department of the organization. His day to day job is to manage his employees and ensure the organization runs smoothly.

A manager must possess some of the same qualities as an entrepreneur, like leadership, decisiveness etc. He must also be a good manager of people. So qualities such as warmth and empathy are also very important in a manager.

Now that we have a brief idea about their qualities and roles, let us take a look at the difference between them.

Difference between Entrepreneur and Manager

- The key **difference between an entrepreneur and a manager** is their standing in the company. An entrepreneur is a visionary that converts an idea into a business. He is the owner of the business, so he bears all the financial and other risks. A manager, on the other hand, is an employee, he works for a salary. So he does not have to bear any risks.
- The focus of an entrepreneur lies in starting the business and later expanding the business. A manager will focus on the daily smooth functioning of the business.
- For an entrepreneur the key motivation is achievements. But for the managers, the motivation comes from the power that comes with their position.
- The reward for all the efforts of an entrepreneur is the profit he earns from the enterprise. The manager is an employee, so his remuneration is the salary he draws from the company.
- The entrepreneur can be informal and casual in his role. However, a manager's approach to every problem is very formal.
- The entrepreneur by nature is a risk taker. He has to take calculated risks to drive the company further. A manager, on the other hand, is risk-averse. His job is to maintain the status quo of the company. So he cannot afford risks.

