

**BACHELOR OF ARTS (FACILITY
AND SERVICES MANAGEMENT)
(BAFSM)**

**Term-End Examination
June, 2026**

**BFO-018 : ENTREPRENEURSHIP IN SMALL
AND MEDIUM BUSINESS**

Time : 3 Hours

Maximum Marks : 100

Note : (i) Answer any **five** questions in about
600 words each.

(ii) All questions carry equal marks.

1. Define an entrepreneur and entrepreneurship. Distinguish between the external and internal determinants of entrepreneurship with relevant example. 20
2. Explain the concept and importance of creativity and innovation in the entrepreneurial journey. Highlight the phases of innovation. 20

3. Describe the process of screening a business idea and the selection of a workable business idea. Explain with the help of an example. 20
4. Discuss the various aspects of technical analysis and environmental analysis for determining the feasibility of a business plan. 10+10
5. What are the requisites of an ideal business project report ? Outline the general contents of a project report. 20
6. Distinguish between financial and nonfinancial entrepreneurial support system. According to you which of the two entrepreneurial support systems is more important and why ? 12+8
7. What do you understand by 'private equity fund' ? What are the advantages and disadvantages of investing in private equity funds ? 20
8. Explain the various quality control tools that can be used by small entrepreneurs. 20

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9. Discuss the role and functions of management in small businesses. 20
10. Write short notes on the following : $4 \times 5 = 20$
- (a) Significance of a business plan
 - (b) Difference between Structured and Informal negotiation
 - (c) Relevance of Self-help groups
 - (d) Difference between a first-generation entrepreneur and a second-generation entrepreneur

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