

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

**Term-End Examination**

**June, 2025**

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

*Time : 3 Hours*

*Maximum Marks : 100*

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

(ii) All questions carry equal marks.

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1. Discuss the significance of creativity and innovation in entrepreneurship. What are the barriers to creativity and innovation ? 20
2. What do you understand by entrepreneurial competencies ? Elaborate the various elements of entrepreneurial competencies. 20

3. Describe the steps in business environmental analysis and the tools used in such analysis. 20
4. What is the importance of planning as a function of business management ? Explain the various steps involved in the process of planning. 20
5. Discuss the various aspects which need to be considered during the business idea screening process with examples. 20
6. Explain Project Appraisal. What are the various factors considered under Project Appraisal ? 20
7. What is meant by entrepreneurial support system and why is it important ? Discuss the elements which come under the financial entrepreneurial support system. 20
8. Describe the significance of vendors, suppliers and customers in a business enterprise with the help of examples. 20

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9. Explain the concept of business house.  
Discuss the role of business houses in India's  
growth. 20
10. Write short notes on the following : 4×5=20
- (a) Types of Negotiation
  - (b) Kinds of conflict in Family Business
  - (c) Angel investors
  - (d) Role of MSMEs in entrepreneurship  
development

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