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**Instructions :**

1. All Questions are Compulsory.
  2. Each Sub-question carry 5 marks.
  3. Each Sub-question should be answered between 75 to 100 words. Write every questions answer on separate page.
  4. Question paper of 80 Marks, it will be converted in to your programme structure marks.
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1. Solve any **four** sub-questions.
  - a) Define Entrepreneur and state its qualities. 5
  - b) Explain following terms: 5
    - i) Communication skill
    - ii) Problem-solving skill
  - c) State different examples of Franchise or Business. 5
  - d) Are you an Entrepreneur? Explain. 5
  - e) Explain Business opportunities and goals. 5
2. Solve any **four** sub-questions.
  - a) Define Business plan and business. 5
  - b) How to identify market needs? 5
  - c) Name the different finance source for starting a small scale business. 5
  - d) Explain “Market Survey”. 5
  - e) What should to do for securing a business? 5

3. Solve any **four** sub-questions.
- a) Choose any five locations for non-retail business. 5
  - b) On which factors market price depends? State. 5
  - c) How to set compensation packages for staff. 5
  - d) Explain Record Keeping and Accounting. 5
  - e) Explain supplies and inventory. 5
4. Solve any **four** sub-questions.
- a) How to hire experts? 5
  - b) Is there any relation between technology and your business give reason? 5
  - c) Define Financial Management. 5
  - d) State different strategy for business growth. 5
  - e) How to manage your cash flow? 5

