

SECTION-B

UNIT-I

- 2) Highlight importance of small and Medium Enterprises (SMEs) in economic development of India. Critically examine salient components of policies governing SMEs in India
- 3) Outline the steps involved in setting up a small scale industry in India. Highlight important sources of finance for SMEs in India.

UNIT-II

- 4)
 - a) Highlight important institutions involved in supporting SMEs in India.
 - b) Outline important components of the business plan for an SME.
- 5) What are the major challenges encountered by SMEs in India? Give suitable recommendations to remove such challenges. Illustrate your recommendation.

UNIT-III

- 6)
 - a) What are the characteristic features of a successful entrepreneur?
 - b) Elaborate on classification of entrepreneurs.
- 7) Critically examine important theories of entrepreneurship. Give illustrations in support of your answer.

UNIT-IV

- 8) Highlight the steps involved in the entrepreneurial development process. Illustrate your answer with suitable illustrations.
- 9) Why is it important to undertake environmental scanning? Highlight the purposes of undertaking financial and technical feasibility analysis of an entrepreneurial venture.

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