

# AR19

**Code: 19MBA2006**

**SET-I**

**ADITYA INSTITUTE OF TECHNOLOGY AND MANAGEMENT, TEKKALI  
(AUTONOMOUS)**

**I MBA II Semester Regular & Supplementary Examinations, November-2021**

**ENTREPRENEURIAL DEVELOPMENT**

**Time: 3 Hrs**

**Max. Marks: 60**

**Answer any Five questions  
All questions carry EQUAL marks  
Question No. 8 is Compulsory**

- |    |   |    |
|----|---|----|
| 1. | Define Entrepreneurship? Discuss the role of entrepreneurship in the economic development of a country      | 12 |
| 2. | What is EDP? Describe the relevance and phases of EDP programs  | 12 |
| 3. | Discuss and explain about the role of various institutions supporting Entrepreneurial Development Programs. | 12 |
| 4. | Mention the main problems of women entrepreneurs in establishing and developing enterprises.                |    |
| 5. | Describe the various steps involved in the Identification and selection of a Project.                       | 12 |
| 6. | Define MSMEs? Briefly explain about the Significance of MSMEs in India?                                     | 12 |
| 7. | Explain the concept of e- Entrepreneur? Difference between Entrepreneurship and e-Entrepreneurship.         | 12 |

Govinda has been in his own plumbing business for the past three years. He is now thirty three old, married to Sharada, and has two children, aged nine and six. He lives on the outskirts of the city in a home that he and Sharada built themselves, just after they got married, twelve years ago. The home is a large one built on a hectare of land, but has modest mortgage that dates back to the beginning of his business. Prior to starting his business, he was a master plumber with a large firm. Due to recession in the firm, he was laid off and took various domestic plumbing jobs to make ends meet. Finally, three years ago, he made the breakthrough and started his own full time business. It was a bit slow in the beginning, but he now has more business than he can handle and is starting to complain about not having enough time for the holidays during summer. He owns all his equipment, including a new van for business. His net income this year was Rs. 2,50,000.

When talking with Govinda, it soon becomes evident that he had to find new benefit plans to replace the ones provided by the union and he was uncertain how much he could earn. He says he is extremely fortunate to have the assistance of Sharada who acts as the office manager handing bills, dealing with some of the needs of the customers, etc. He was quite unsure about the specialty he should work in, but has found that the repeat business from satisfied house builders has kept him very busy. His chief complaint right now is trying to get a part time assistant-someone who would be available when needed and who could be trusted to do a reliable job. He puts in a long day on the job and then finds that then he comes home he has to again attend to the paperwork of work scheduling, bidding on new projects, payroll and reporting to the tax department, etc. He says, 'at times I do not know why I got into this. But then, when I think about it, there is something that keeps me going....'

Questions:

- (a) What are the main traits and skills that got Govinda into his own business and also served to keep him in it?
- (b) What is your opinion of Govinda's level of commitment of his plumbing business?
- (c) Did Govinda start his full-time business on the basis of the need that house builders had for his services, or on the basis that he needed a larger income?

**COST AND MANAGEMENT ACCOUNTING**

**Time: 3 Hrs**

**Max. Marks: 60**

**Answer any Five questions  
All questions carry EQUAL marks  
Question No. 8 is Compulsory**

1. Define Costing. Distinguish between Financial Accounting and Cost Accounting? 12M
2. Discuss the main principles of apportionment of overhead costs? 12M
3. a) What do you understand by a) Normal and b) Abnormal Loss in the process of manufacture? 6M  
b) State briefly how each should be treated in process cost accounts. 6M
4. Define Marginal Costing? Explain the main features and limitations of Marginal costing. 12M
5. What is Budgetary Control? Discuss its main objectives? 12M
6. Define standard costs? Discuss the advantages and dis-advantages of standard costs and conditions under which they may be adopted. 12M
7. Define Variance. Write a short note on sales variance and its implications. 12M
8. **CASE STUDY:** 12M  
The following figures of Sales and profits for two periods are available in respect of a concern.

	Sales(Rs.)	Profits(Rs.)
Period-I	1,00,000	15,000
Period-II	1,20,000	23,000

You are required to calculate:

- a) P/V Ratio
- b) Fixed Cost
- c) Break-even point
- d) Profit at an estimated sale of Rs.1,25,000
- e) Sales required to earn a profit of Rs.20,000