

**THE OPEN UNIVERSITY OF SRI LANKA
CERTIFICATE IN ENTREPRENEURSHIP AND
SMALL BUSINESS MANAGEMENT PROGRAMME
FINAL EXAMINATION – 2006/2007
MCC 1202 – MANAGING A SMALL BUSINESS
DURATION : TWO (02) HOURS**



Date : 21st January 2007

Time: 01.30 p.m. – 3.30 p.m.

ANSWER ANY FOUR QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.

01. Explain the role of Small Business Organizations in creating job opportunities in a developing country. (25 marks)
02. a) Explain how planning is important in setting up a business. (15 marks)
- b) Discuss the relationship between planning and environmental scanning. (10 marks)
03. “The success of a small business depends on effective entrepreneurial leadership”. Comment. (25 marks)
04. a) Explain the steps that you follow when preparing a business plan. (15 marks)
- b) Explain how preparation of a business plan is important to an entrepreneur. (10 marks)
05. Explain the role of a government in developing the small business sector. (25 marks)

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