

**THE OPEN UNIVERSITY OF SRI LANKA
CERTIFICATE IN ENTREPRENEURSHIP AND
SMALL BUSINESS MANAGEMENT PROGRAMME
FINAL EXAMINATION – 2008/2009
MCC 1202 – MANAGING A SMALL BUSINESS
DURATION : TWO (02) HOURS**



Date : 13th December, 2008

Time : 1.30 p.m. – 3.30 p.m.

ANSWER ANY FOUR QUESTIONS. ALL QUESTIONS CARRY EQUAL MARKS.

01. Explain the role of small business organizations in developing an economy of a country. (25 marks)
02. Discuss how important are the functions of management in operating a small business. (25 marks)
03. Explain the role of financial institutions in developing the small business sector of Sri Lanka. (25 marks)
04. (a) Explain the Needs Hierarchy theory introduced by Abraham Maslow. (10 marks)
(b) Propose an appropriate motivation programme for the employees in a named small business venture. (15 marks)
05. (a) State the name and address of a small business known to you. (03 marks)
(b) Briefly mention five problems faced by the owner/manager of the said business entity. (10 marks)
(c) Forward your proposals to solve the above problems. (12 marks)

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