



UNIVERSITY COLLEGE TATI (UC TATI)

FINAL EXAMINATION QUESTION BOOKLET

COURSE CODE	: BTE 3703
COURSE	: SMALL BUSINESS MANAGEMENT
SEMESTER/SESSION	: 2-2023/2024
DURATION	: 3 HOURS

Instructions:

1. This booklet contains 5 questions. Answer **ALL** questions.
2. All answers should be written in the answer booklet.
3. Write legibly and draw sketches wherever required.
4. If in doubt, raise your hand and ask the invigilator

**DO NOT OPEN THIS BOOKLET UNTIL YOU ARE TOLD TO DO SO**

**THIS BOOKLET CONTAINS 4 PRINTED PAGES INCLUDING THE COVER PAGE**

**QUESTION 1**

- a) Identify **THREE (3)** characteristics of a small business. (6 marks)
- b) Find **TWO (2)** economic significance of the small business sector. (4 marks)

**QUESTION 2**

- a) Present the meaning of entrepreneurial life. (2 marks)
- b) Explain the difference between entrepreneurs and small business owners. (2 marks)
- c) Find **TWO (2)** similarities between entrepreneurs and small business owners. (3 marks)
- d) Show **SIX (6)** examples of the winning hand of entrepreneurship. (12 marks)

**QUESTION 3**

- a) Show **ONE (1)** issue to consider before going into business (2 marks)
- b) Produce an answer to the following questions:
- i. Why do I want to start a business?
  - ii. What are my personal goals and aspirations?
  - iii. How will starting a business help me achieve my goals?
  - iv. What kind of lifestyle do I want to have as an entrepreneur?
  - v. Am I willing to make sacrifices to achieve my goals? (5 marks)
- c) Based on the sole proprietorship's key features below, justify why an entrepreneur would want to be a sole proprietor.
- i. Ownership
  - ii. Liability

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- iii. Taxes
- iv. Control
- v. Flexibility
- vi. Limited resources
- vii. Limited lifespan (7 marks)

**QUESTION 4**

“A Business Support System refers to the assistance and service given by the government or private agencies to help entrepreneurs to start a new business or develop an existing one.”

- a) Describe the business support system on training, seminars, and workshop. (5 marks)
- b) Identify **FIVE (5)** agencies involved in training, seminars, and workshop (5 marks)
- c) Describe the business support system on technology / technical assistance (4 marks)
- d) Identify **SIX (6)** agencies involved in technology / technical assistance (6 marks)
- e) Find **THREE (3)** important of professional management in the entrepreneurial firm (6 marks)
- f) Find **THREE (3)** importance of managing human resources (6 marks)
- g) Find **THREE (3)** importance of managing operations (6 marks)

**QUESTION 5**

- a) Explain why integrity is crucial. (1 mark)
- b) Examine **FOUR (4)** approaches for entrepreneurs in Malaysia to demonstrate their commitment to integrity and ethical practices in the context of entrepreneurship. (8 marks)
- c) Identify **FIVE (5)** key strategies that entrepreneurs in Malaysia can implement to achieve ethical success in their businesses? (10 marks)

-----End of question-----