



UNIVERSITY COLLEGE TATI (UC TATI)

FINAL EXAMINATION QUESTION BOOKLET

COURSE CODE	: DTG 3653
COURSE	: SMALL BUSINESS MANAGEMENT
SEMESTER/SESSION	: 1-2023/2024
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) Produce **FIVE (5)** characteristics of a small business. (10 marks)
- b) Show **FIVE (5)** differences between small and large businesses. (10 marks)

QUESTION 2

- a) Before starting a business, it is crucial to assess your personal goals and determine how entrepreneurship aligns with them. 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? (10 marks)
- b) A sole proprietorship is a common form of business ownership in which an individual owns and operates a business that has seven key features. Based on the following features, show **FIVE (5)** justifications why an entrepreneur would want to be a sole proprietor.
 - i. Ownership
 - ii. Liability
 - iii. Taxes
 - iv. Control
 - v. Flexibility
 - vi. Limited resources
 - vii. Limited lifespan (10 marks)

QUESTION 3

“Business Support System is 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) Find **FIVE (5)** agencies involved in training, seminars, and workshop
(5 marks)
- c) Describe the Business Support System on technology or technical assistance
(4 marks)
- d) List **SIX (6)** agencies that involved in technology or technical assistance
(6 marks)

QUESTION 4

- a) Discuss **FIVE (5)** sources of financing options available for the business.
(10 marks)
- b) Discuss **FIVE (5)** stages of capital needs as listed below:-
 - i. Financing the Capital Needs
 - ii. Seed
 - iii. Start-up
 - iv. Expansion
 - v. Maturity
 (10 marks)

QUESTION 5

- a) Give **FOUR (4)** dimensions of business growth.
(8 marks)

- b) Discuss **SIX (6)** approaches in managing growth and globalization in Malaysia. (12 marks)

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