

**CORE COURSE X – MANAGEMENT OF SMALL BUSINESS**

**Objectives :** To enable the students know the procedures and ways to start the small business units and to motivate them to become entrepreneurs.

**Unit I**

Evolution and concept of Small. Scale Industry – Importance of SSI - Policy support for SSI – Problems of SSI and remedial measures.

**Unit II**

Business idea – Sources – Identification of opportunities – Preparation of detailed project report – contents.

**Unit III**

Forms of organization – Factors influencing selection of a form of organization.

**Unit IV**

Starting a SS Industrial Unit : Acquisition of Land / Shed – Registration – Term Loan – Working capital – Subsidy – order for machinery – Power connection – Govt. clearance – Raw material – Trial runs – Commencement of production.

**Unit V**

Incentives for SS Units – Meaning – Objectives – Subsidy – Tax concessions – Marketing & export assistance – Technical assistance.

**Books for Reference : (Business Project Management)**

1. Entrepreneurship Devt. – Jose Paul. Ajith Kumar, Paul T.Mampilly – Himalaya Publication House.
2. Vasant Desai – Dynamics E.D. and Management – Himalaya Publications House.
3. Gupta & Srinivasan – Entrepreneurial Devt. Sultan Chand & Sons.
4. S.S.Khanka – Entrepreneurial Devt. – S.Chand
5. Gordon & Natarajan – Entrepreneurial Devt. – Himalaya Publication House.
6. P.Saravanel – E.D. – Principles, Policies and Programmes – Mangham Publications.