

සියලු ම හිමිකම් ඇවිරිණි / முழுப் பதிப்புரிமையுடையது / All Rights Reserved]

ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව ශ්‍රී ලංකා විභාග දෙපාර්තමේන්තුව
 இலங்கைப் பரீட்சைத் திணைக்களம் இலங்கைப் பரීட்சைத் திணைக்களம் இலங்கைப் பரීட்சைத் திணைக்களம் இலங்கைப் பரීட்சைத் திணைக்களம் இலங்கைப் பரීட்சைத் திணைக்களம்
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 General Certificate of Education (Ord. Level) Examination, 2020

ව්‍යවසායකත්ව අධ්‍යයනය I, II
 முயற்சியாண்மைக் கற்கை I, II
 Entrepreneurship Studies I, II

Entrepreneurship Studies II

* Answer five questions including question No. 1.

1. Read the following case carefully and answer the questions (i) to (x).

Sihini who has an inborn creative skill, lives in a historical city. She was interested in doing new creations since her childhood. After school education, she followed a course of Batik creations. She was dreaming to start a business of making Batik dresses after visiting an exhibition of Batik creations. As the government gives special incentives for the local Batik industry, Sihini decided to start a business of making Batik dresses with the help of Sithum who has an expertised knowledge of dress making. They expect to sell the Batik dresses produced in the business to the foreigners who come to that area and to the local customers through readymade garment trade centres too. They hope to advertise the details of their products through brochures and internet. Sihini and Sithum have decided to get a bank loan of Rs. 100 000 at a rate of 5% annual interest and invest the other financial needs equally.

- Write **two** sources of emerging a business idea to Sihini.
 - Write **two** characteristics of entrepreneurship associated with Sihini.
 - State **two** parties of target group of customers and **two** promotional strategies mentioned in the above case.
 - Write 'a strength' and 'an opportunity' in Sihini and Sithum's business.
 - State **two** kinds of business organizations that Sihini and Sithum can start.
- Following are the estimated expenses relevant to the business mentioned in the above case.

Item	Value (Rs.)
Purchasing three machines	90 000
Purchasing Batik making instruments	45 000
For preparing business plan	10 000
Inauguration ceremony expenses	12 000
Production expenditure	78 000
Administrative, financial and distributing expenses	65 000

Using the above information, calculate the followings of Sihini and Sithum's business.

- Estimated total fixed assets
- Estimated total pre-startup expenses
- Estimated total working capital requirement
- Estimated total investment
- Proposed amount of investment provided by the owners (02 × 10 = 20 marks)

[see page seven]

2. (i) Explain briefly 'Entrepreneurship'.
 (ii) Name **two** types of entrepreneurs that can be seen in business context and give an example for each.
 (iii) Explain **two** ways of introducing innovations by using examples.
 (iv) Write **four** similarities of the businessman and the entrepreneur.
 (v) Write **four** functions that an entrepreneur can do for the social welfare. (02 × 5 = 10 marks)
3. (i) Explain briefly 'entrepreneurial culture'.
 (ii) Mention **two** business opportunities arised through business environment for women at present.
 (iii) State **two** reasons for the need of government incentives to those who start businesses.
 (iv) Write **two** expectations that the customers try to fulfil from a business as a major party who is interested in business.
 (v) State **two** strengths that are in women to be an entrepreneur in the present social and economic environment. (02 × 5 = 10 marks)
4. (i) Classify the businesses according to the objective.
 (ii) State **four** factors included in a partnership agreement.
 (iii) State **two** information in an articles of association.
 (iv) Name the **two** parties related to a Franchise and state a function of each party.
 (v) Write **four** advantages of Private Limited Companies. (02 × 5 = 10 marks)
5. (i) State the basic function of an entrepreneur relating to start and maintain a business.
 (ii) State the **two** basic factors that should be included in a business plan.
 (iii) Write **four** problems that an entrepreneur has to face when not having a business plan.
 (iv) Explain the importance of an executive summary.
 (v) State **four** factors that should be included in a marketing plan. (02 × 5 = 10 marks)
6. (i) State **two** strengths that can be seen in small scale businesses.
 (ii) Mention **two** business opportunities arised for small businesses due to the spreading of Covid-19.
 (iii) State **two** institutions that provide financial and non financial incentives for businesses and mention one incentive given by each of them.
 (iv) Mention **two** roles that should be performed when an entrepreneur operates the business activities and give an example for each role.
 (v) State **four** benefits that a business can gain, by fulfilling social responsibilities. (02 × 5 = 10 marks)

[see page eight]

7. The following are some information in the investment plan prepared for the proposed Sudesh's manufacturing business.

Item	Value (Rs)
Owner's investment	600 000
Bank loan	300 000
Expected sales income	500 000
Preparing business plan	33 000
Preparing the land of factory	12 000
Market survey expenses	10 000
Business registration expenses	5 000
Getting water supply	40 000
Purchasing sewing machines	400 000
Purchasing computers	250 000
Production expenditure	330 000
Opening ceremony expenses	20 000

Required:

Preparing the estimated cash flow statement of Sudesh's business and indicating the cash balance (difference) at the end of the period.

(10 marks)

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