

GROUP 'A' : INSTITUTIONAL AREA

5307 B

PAPER-2.3: MANAGEMENT OF SMALL ENTERPRISES

Unit – I

Environment of Small Scale Industry, The Entrepreneur, Selection and Establishment of a Small Scale Unit, Preparation of a Feasibility report.

Unit – II

Growth centres of small scale units, Role of Government Agencies, DIC, SFES, Incentives and Subsidies by State and Central Government.

Unit – III

Procuring initial capital and credit, location and procurements of land/shed, purchase of plant and provision of other physical facilities, layout, incentives for establishing small scale industry.

Unit – IV

Staffing, Procuring raw materials, problems of marketing problems of small scale ancillary units, small scale industries and government purchases.

Unit – V

Working capital problems and managing cash credit limit, Securing assistance from SISIC Common facility and equality, Making centres, Management and control of business operation, Export promotion through small scale sector.

Suggested Readings

1. Administrative Reforms Commission, Report on Small Scale Sector.
2. Desai, Vasant: Organisation and Management of Small Industries.
3. Dhar and Lydall: The Role of Small Enterprises in Indian Economic Development.
4. Eeian A. Woetmen: Successful Small Business Management.
5. Khan, R.R.: Management of Small Scale Industries.
6. Mehta, Ashok: Committee Report on the working of Khadi and Village Industries Commission, 1968.
7. Stanley and Modsa. Modern Small Scale Industry for Developing Countries.
8. Steninwoff, Dan: Small Business Management Fundamentals
9. Tyenger, K.C.: The Philosophy of Small Scale Industrial Management.
10. Vepa, Ram K.: Small Industries in Japan.
11. Vepa, Ram K.: Small Industries in the Seventies.