

NED UNIVERSITY OF ENGINEERING & TECHNOLOGY
FIRST YEAR SPRING SEMESTER (DEVELOPMENT STUDIES/ TEXTILE SCIENCES/
MANAGEMENT SCIENCES/ INDUSTRIAL CHEMISTRY/ COMPUTATIONAL FAINEANCE/
ECONOMICS & FINANCE/ ENGLISH LINGUISTICS)
EXAMINATION 2017

BATCH 2016-17 & PREVIOUS BATCHES

Time: 2 ½ Hours

Dated: 12-04-2017
Max. Marks: 40

FUNCTIONAL ENGLISH - HS-104

Instructions: Attempt FOUR questions in all. Q2 is compulsory. Start each question from the new page.

Q2. Read the following passage carefully and answer the questions that follow.

[10]

The pressures of being self-employed are inescapable. You may have to work long hours, and there will be times when things get on top of you. You may well get into debt in order to finance the enterprise. You will need to maintain your faith in your business, often in the face of other people's doubts.

There will be times when you will feel lonely and frustrated. If you employ people, you will need to be positive and show leadership at all the times. There will be times when you need to be tough and be prepared to discipline difficult employees or make difficult demands of your suppliers. You need to be polite and helpful, even when an awkward customer is giving you a hard time.

Many of those who successfully start their own business have the backing of their family. Working long hours may have adverse impacts on your family life and your family must be prepared for it. Also, you must be sure that your family can accommodate the risks that self-employment can bring, especially in terms of lower income in the initial stages, and the serious implications if the business fails. You must take the time to talk to all members of your family who might be affected by your decision to be your own boss.

You need to ask yourself several questions before you intend to start your own business venture. Do you have the financial resources, and can you afford to risk them? For example, you might take a secured loan based on the security of your home; what are your plans if the business fails and you are forced to sell your house? Do you have sufficient experience and technical skills to perform the core functions of your new business? Are you knowledgeable enough about the market conditions to be able to assess its needs and adapt to its changes? Do you have the tenacity and discipline to see through hard times when cash inflows will be short and demands will be heavy from customers, bankers, staff, and, crucially, your family?

Q2.A. Answer the following questions. (6)

- (i) What types of pressures are generally faced by individuals who choose to be self-employed?
- (ii) What are the qualities which are vital for the success of self-employed persons?
- (iii) List **four** types of queries which you must ask yourself before you seriously contemplate undertaking a self-employed business proposition.

Q2.B. State whether the following statements are **True or False** according to the above passage. Also, give brief reasons for your answers. (3)

- (i) Working long hours may not have adverse impacts on your family life and your family musn't be prepared for it. **True/False**
- (ii) If you employ people, you will need to be positive and show leadership sometimes. **True/False**
- (iii) Many of those who successfully start their own business do not have the backing of their family. **True/False**

Q2.C. Give the meaning of any **TWO** these words as used in the passage. (1)

P.T.O

Inescapable, adverse, initial, core, tenacity.

↓ ↓ ↓
cannot run neg. first step / beginning point