

## **Sample questions bank of Management and Entrepreneurship (AL61)**

### **UNIT-1 (Introduction to Management, Planning and Organising)**

1. Define Management. Describe the nature and purpose of management.
2. List the levels of management.
3. Discuss the functions of Top level, Middle level and lower level management.
4. Briefly describe the various functions of management.
5. Describe the various roles played by managers of an organization.
6. Discuss the interpersonal, informational and decisional roles played by managers of an organization.
7. Describe the Henry Fayol's 14 principles of management.
8. Discuss the contributions of F.W. Taylor to scientific management and their relevance in modern engineering management practices.
9. Describe the components and techniques of Taylor's scientific management
10. Distinguish between administration and management.
11. Is Management a science or an art or a Profession? Discuss this with suitable illustrations.
12. Define planning. Discuss the hierarchy of plans.
13. Describe the different types of plans used in engineering management. Provide examples of each type.
14. Outline the steps involved in the planning process and explain how they are applied in the context of a project management scenario in engineering.
15. What is MBO? Describe its features.
16. Explain the steps involved in the process of MBO.
17. Define Management by Objectives (MBO) and discuss its benefits in improving organizational performance in engineering firms.
18. Critically evaluate the challenges and limitations of implementing MBO in engineering project teams.
19. Differentiate between formal and informal organization structures. Discuss their advantages and disadvantages in engineering project teams.
20. Explain the principle of span of management and its implications for engineering managers. How does technology influence the span of management in engineering organizations?
21. Discuss the factors affecting span of control.
22. Differentiate between narrow span of control and Wide span of control in an organisation.
23. Explain the process of organising in an organisation.

### **UNIT-2 (Staffing, Leading and Controlling)**

1. What is staffing? Describe the systems approach of staffing with the help of block diagram.
2. What is the principle of staffing? Explain the steps involved in the process of staffing with the help of block diagram.

3. Mention the internal and external environment factors affecting staffing in an organization.
4. Explain the various situational factors affecting staffing in an organization.
5. Explain the different types of human factors involved in managing in an organization.
6. What are the key ingredients for successful leadership?
7. List and discuss the factors relating to the importance of leading.
8. Discuss the important characteristics of a leader of an organization.
9. Elucidate the steps of the basic control process. How feedforward controls are helpful for managers?
10. What is controlling? List and explain the steps involved in basic control process.
11. What are critical points and standards? Mention the questions to be asked for selecting critical points of control.
12. List and explain the different types of critical points standards available for controlling in an organization.
13. Compare between feedback and feedforward control with the aid of block diagram.
14. Mention the requirements for feedforward control.
15. List and discuss the different types of requirements for effective control of an organization.

### UNIT-3 (Introduction to Entrepreneurship)

- [ model ]
1. Discuss in detail the advantages of entrepreneurship.
  2. Who is an entrepreneur? Describe any five key characteristics that describe entrepreneurial profile.
  3. Decode the DNA of the Entrepreneur and explain the characteristics that are integral parts of the entrepreneurial personality.
  4. Coming up with great business ideas may seem easy, but only a true entrepreneur capitalizes on them to turn them into reality. Why entrepreneurs are considered an important agent of change in this global economy?
  5. Explain the forces that are driving the growth of entrepreneurship.
  6. Distinguish between the serial entrepreneurs and social entrepreneurs.
  7. Explain the cultural diversity of entrepreneurship.
  8. Explain how an entrepreneur can avoid becoming another failure statistic.
  9. Explain the differences among creativity, innovation and entrepreneurship with suitable examples.
  10. Describe any five potential drawbacks of entrepreneurship.
  11. Discuss any five ways of enhancing organization creativity.
  12. Illustrate creativity, innovation and entrepreneurship and explain why creativity and innovations are integral part of entrepreneurship.
  13. List out the steps in creative process and explain any 4 in detail.
  14. Explain the functioning of the two hemispheres of the human-brain and their respective roles in creativity. List any five barriers to creativity.
  15. Mention the 10 keys to business innovations. Explain any 5 in detail.

#### **UNIT-4 (The Entrepreneurial Journey & Launching the Business)**

1. Describe the process of conducting an idea assessment
2. Explain the elements of a feasibility analysis
3. Describe the six forces in the macro environment of an industry.
4. List the steps involved in a new business planning process.
5. Discuss the significant benefits of creating a business plan for entrepreneurs. How can a well-crafted business plan contribute to the success of a startup?
6. List and describe the key elements of a comprehensive business plan. Explain why each of these elements is important for a business's success
7. Describe the idea sketch pad technique of developing a business plan with suitable example.
8. Explain how Porter's Five force model assess the competitive environment.
9. Describe a business model canvas technique for developing new business model with suitable example
10. Mention the primary functions of a business plan.
11. Explain the importance of Reality test, competitive test and value test for External funding.
12. Briefly explain the elements of a business plan.
13. Explain the "five Cs of credit" and why they are important to potential lenders and investors reviewing business plans.
14. Mention the tips to make the plan effective.
15. Explain the advantages and disadvantages of a sole proprietorship and a partnership.
16. List and explain the considerations for evaluating the various forms of ownership.
17. Explain the advantages and disadvantages of buying an existing business.
18. Mention the procedural steps involved in acquisition of a business
19. Compare and contrast sole proprietorships and partnerships as forms of business ownership. What are the advantages and disadvantages of each, and under what circumstances might one be preferable to the other for a new entrepreneur?
20. Explain the considerations an entrepreneur should take into account when contemplating buying an existing business. What are the potential advantages and challenges of this approach compared to starting a new business from scratch?

#### **(Launching the Business)**

21. What is the main difference between a franchisee and an independent business owner?
22. Distinguish between the franchisor and franchisee
- 23. Describe the three types of franchising and give an example of each.**
24. What is franchising? Explain its types.
- 25. Explain the benefits of buying a franchise.**
- 26. Explain the drawbacks of buying a franchise.**

## **UNIT-5 (Small Scale Industry)**

1. What is Small scale industry? Discuss the differences between micro, small and medium enterprises.
2. List and explain the characteristics of SSIs.
3. Describe the objectives & advantages of SSIs.
4. Discuss the role of SSIs in the economic development.
5. Elucidate the steps involved in setting up of a small scale industry.
6. Explain the industrial policy of Government of India to support SSIs.
7. Describe the measures taken to promote SSI.
8. Discuss the impact of liberalization, privatization and globalization on SSIs.
9. Explain the effect of WTO/GATT in promoting trade between nations.
10. What is TECSOK? Explain the services offered by it.
11. What are the aims & objectives and functions of KIADB? Explain the various functional units of KIADB.
12. Explain the assistance provided by KSIMC & KSSIDC.
13. Describe the role of KSFC in promoting SSI.
14. What is DICs? Explain the various functions of DICs.
15. What is SIDBI? Explain the functions of SIDBI.