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6th Sem / Common /030151
Subject:- Entrepreneurship Development
and Management

Time : 3Hrs. M.M. : 100

SECTION-A

Note: Multiple choice questions. All questions are compulsory (10x1=10)

- Q.1 Which of the following shows the process of creating something new?

 - a) Business model
 - b) Modelling
 - c) Creative flexibility
 - d) Innovation

Q.2 Which of the following is not related to opportunity Identification?

 - a) Brain storming
 - b) Pain storming
 - c) Causation
 - d) Opportunity walks

Q.3 A business plan should include:

 - a) Technical Analysis
 - b) Market Analysis
 - c) Financial Analysis
 - d) All of the above

Q.4 CRM stands for

 - a) Customer resource manager
 - b) Customer related marketing
 - c) Customer relationship management
 - d) None of these

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- Q.5 Which of the following is a level of learning?

 - a) Cognitive
 - b) Emotional
 - c) Behaviour
 - d) All of the above

Q.6 Which is not one of the chief characteristics of an entrepreneur?

 - a) Personal initiative
 - b) ability to consolidate resources
 - c) desire for control for people
 - d) risk taking

Q.7 Planning is a _____ process.

 - a) Forecasting
 - b) Thinking
 - c) Directing
 - d) Staffing

Q.8 The primary goal of the financial management is

 - a) To maximize the return
 - b) To minimize the risk
 - c) To maximize the wealth of owners
 - d) To maximize profit

Q.9 Which of the following is the objective of HRM

 - a) Human resource planning
 - b) Recruitment and selection
 - c) Training & development
 - d) All of these

Q.10 Just in time philosophy is to reduce.

 - a) Inventory waste
 - b) Transportation waste
 - c) processing waste
 - d) All of these

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SECTION-B

Note: Objective type questions. All questions are compulsory. (10x1=10)

- Q.11 Define Incentive.
- Q.12 Expand TQM.
- Q.13 Define Sole proprietorship.
- Q.14 Give two types of capital.
- Q.15 Expand NSIC.
- Q.16 Define the term motivation.
- Q.17 What is PPR?
- Q.18 Define GST.
- Q.19 Give two reasons for business failure.
- Q.20 Give three types of leadership.

SECTION-C

Note: Short answer type questions. Attempt any twelve questions out of fifteen questions. (12x5=60)

- Q.21 What is the importance of motivation in an organization.(Any five)
- Q.22 What are the errors made in preparing a project report?
- Q.23 Write short note on STEP.
- Q.24 What are the objectives of HRM department? (Any Five)
- Q.25 What is EOQ analysis?
- Q.26 What is the technical feasibility of a project?

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- Q.27 Write a short note on market survey.
- Q.28 What do you mean by Double Entry System? State its various advantages.
- Q.29 Explain the merits and demerits of line organization.
- Q.30 Explain any two National level Entrepreneurial support system institutes.
- Q.31 What is the difference between an intrapreneur and an entrepreneur?
- Q.32 What do you understand by work culture?
- Q.33 Give merits and demerits of sole proprietorship firm. (Any five)
- Q.34 Describe Douglas McGregor theory of motivation.
- Q.35 Write five difference between a Manager and a Leader.

SECTION-D

Note: Long answer type questions. Attempt any two questions out of three questions. (2x10=20)

- Q.36 What are various considerations in product selection? How an idea can be converted into business opportunity?
- Q.37 What are different types of taxes? Describe any two types of taxes with their advantages and disadvantages.
- Q.38 What do you mean by Entrepreneur? Describe the qualities of an Entrepreneur and its types.

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