

- Q.22 Explain the factors which are considered for sales forecasting.
- Q.23 Explain the various methods which are used for forecasting and demand of a product?
- Q.24 What are the purpose of project report?
- Q.25 Enlist the advantages & disadvantages of functional organization.
- Q.26 What are functions of leader?
- Q.27 Name the various factors which affect the motivation.
- Q.28 Give the examples of non financial incentives.
- Q.29 What are objectives of man power planning.
- Q.30 Explain the functions of material management.
- Q.31 Write the importance of marketing.
- Q.32 Write a short note ‘Advertising’.
- Q.33 What are scope of excise duty.
- Q.34 Write the importance of attitude.
- Q.35 Write the objectives of financial management.

#### **SECTION-D**

- Note:** Long answer type questions. Attempt any two questions out of three questions. (2x10=20)
- Q.36 Explain the various functions of management.
- Q.37 Explain the Maslow need hierarchy theory of motivation.
- Q.38 Explain JIT concept. Write its advantages & disadvantages.

No. of Printed Pages : 4  
Roll No. ....

180151

**5th Sem / Branch : Agri**  
**Sub.: Entrepreneurship Development & Management**

Time : 3Hrs. M.M. : 100

#### **SECTION-A**

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

- Q.1 An entrepreneur’s primary motivation for starting his own business is -
- a) To make money
  - b) To work independently
  - c) To become famous
  - d) To find an outlet for unused energy
- Q.2 The first step in starting business should be -
- a) Find a product      b) Get some money
  - c) Select a partner      d) Do self analysis
- Q.3 A successful entrepreneur should have
- a) Dishonesty      b) Unethical habits
  - c) Integrity      d) Perseverance
- Q.4 Leadership transforms potential into following
- a) Dream      b) Reality
  - c) Speculation      d) Probability

Q.5 A management transfer its idea to subordinates through the following function

- a) Directing              b) Planning
- c) Controlling            d) All of the above

Q.6 The performance of worker can determined by

- a) Level of ability        b) Level of motivation
- c) Both (a) & (b)        d) None of above

Q.7 Internal recruitment

- a) Decrease the morale of employees
- b) Motivate the employees to improve their performance
- c) Discourages entry of talented people
- d) Limits the choice of selection

Q.8 Purpose of taxation

- a) To distribute wealth effectively
- b) To raise funds for public purpose
- c) both a & b
- d) None of above

Q.9 Which of the following is a component of organization culture?

- a) Job satisfaction        b) Morale
- c) Reward                d) All of the above

Q.10 Financial statement do not consider

- a) Assets expressed in monetary terms
- b) Liabilities expressed in monetary terms
- c) Only assets expressed in non monetary terms
- d) Assets and liabilities expressed in non monetary terms

### **SECTION-B**

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

Q.11 An entrepreneur is independent in his \_\_\_\_\_.

Q.12 Write the full form of NABARD.

Q.13 Write the full form of 'PESTEL'.

Q.14 Planning means deciding in advance what is to be done in future. True/False?

Q.15 In the functional organization, the whole task is divided on the basis of \_\_\_\_\_.

Q.16 The function of a leader is to set the goal and help the followers in achieving it. True/False

Q.17 Define Motivation.

Q.18 Name the methods of inventory management.

Q.19 Define book keeping.

Q.20 Balance sheet is a mirror, which reflects the true position of assets and liabilities of a business on a particular date. Who give this statement? \_\_\_\_\_

### **SECTION-C**

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

Q.21 What are the main functions of DICs?