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6th Sem / Agri (5th sem) Auto, Chem. P & P, Civil, comp.
Eltx. Elect., Elet. Food Tech, IC, IT, Mech, Mecatronics, Med. Eltx.
(4/6th sem) Plastic, Prod, Text proc, Text Tech. EI, GE, CNC, CAD
CAM, found & Forg., Brick Tech., Const. Mgmt, Text. Chem,
Power Station Engg., Power Eltx., Elect. & Eltx Engg. Chem Engg.
(Spl. Paint Tech.) Rubber Tech, Chem Engg. (Spl. Polymer Tech.
Mech Engg., (Fabrication Tech.) Fire Tech & Safety, Mech.
(CAD / CAM Design & Robotics) AME
Sub.: Entrepreneurship Development and Management

Time : 3Hrs. M.M. : 100

SECTION-A

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

- Q.1 Agreement in which form is required in a partnership firm? (CO1)
- a) Written b) Oral
c) A or B d) None of the above
- Q.2 The following is also known as Military organisation. (CO4)
- a) Line organization
b) Functional organisation
c) Line and staff organization
d) None of the above
- Q.3 An entrepreneur who introduces new idea, method of production and discovers new market is called as (CO1)
- a) Technical entrepreneur
b) Innovative Entrepreneur
c) Novice Entrepreneur
d) All of the above

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- Q.4 Which is the function of financial management? (CO8)
- a) Training employees
b) R and D
c) Maintaining liquidity
d) None of the above
- Q.5 Number of customers or potential customers who will help in company's growth is classified as (CO9)
- a) Customer base b) Retailer base
c) Distributors base d) Marketers base
- Q.6 "No one in an organisation should have more than one boss" is a statement of (CO4)
- a) Principle of specialization
b) Principle of authority
c) Principle of unity of command
d) Principle of span of control
- Q.7 One advantage of book keeping is (CO8)
- a) It complicates the system
b) It overcomes the limitation of human memory
c) It identifies hidden talent
d) None of the above
- Q.8 How many patent offices are there in India? (CO9)
- a) 4 b) 6
c) 5 d) 2
- Q.9 These needs are most basic in the hierarchy of motivation theory and correspond to primary needs. (CO5)
- a) Self Actualisation Needs
b) Basic Physiological Needs
c) Security Needs
d) Belonging Needs

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- Q.10 FW Taylor introduced a system of organization known as (CO4)
- Line organisation
 - Functional organisation
 - Line and staff organisation
 - All of the above

SECTION-B

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

- Q.11 Write the full form of IPR. (CO9)
- Q.12 What is the full form of GST? (CO6)
- Q.13 Write any one objective of market survey. (CO2)
- Q.14 Name any two commercial banks of India. (CO1)
- Q.15 Give one example of Indirect tax. (CO6)
- Q.16 What is excise duty? (CO6)
- Q.17 Write the full form of TQM. (CO9)
- Q.18 Entrepreneurship helps in improving GDP. (True/False) (CO1)
- Q.19 Write any one source of recruitment. (CO6)
- Q.20 Define management. (CO4)

SECTION-C

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

- Q.21 Should a manager be a good leader? Justify your answer. (CO4)
- Q.22 Differentiate between fixed capital and working capital. (CO6)
- Q.23 Explain the ABC model of inventory control. (CO6)
- Q.24 Write five advantages of sole proprietorship. (CO1)

- Q.25 Explain the four principles of taxation. (CO1)
- Q.26 Differentiate between marketing and sales. (CO6)
- Q.27 Why advertising is needed for a firm? (CO6)
- Q.28 Explain briefly double entry system of book keeping. (CO8)
- Q.29 Why involvement of employees is important in decision making? (CO9)
- Q.30 What do you mean by organization structure? (CO4)
- Q.31 Management is an art or science. Comment. (CO4)
- Q.32 Briefly explain the techno economic feasibility approach. (CO3)
- Q.33 Is group behaviour different from individual's behaviour? Elaborate. (CO7)
- Q.34 Explain any two functions of DIC. (CO1)
- Q.35 Explain Herzberg's theory of motivation. (CO5)

SECTION-D

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

- Q.36 Explain in details the principles of management. (CO5)
- Q.37 Who is a Leader? Explain the main characteristics that a leader should possess to be effective. (CO5)
- Q.38 a) What is the role of market survey in opportunity identification?
b) What are the constituents of a preliminary project report? (CO2,3)

Note : Course outcome (CO) mentioned in the question paper is for official purpose only.