

- Q.27 Explain the four principles of taxation.  
 Q.28 How GST is helpful to citizens.  
 Q.29 Explain the role of NABARD.  
 Q.30 What are the main causes of entrepreneurial failure?  
 Q.31 Highlight the importance of planning in any organization.  
 Q.32 Why assessment of demand and supply is important for any manufacturing unit?  
 Q.33 Elaborate Autocratic type of leadership and its effect on follower/ subordinates.  
 Q.34 Discuss the factors that affect motivation in an organization.  
 Q.35 Differentiate between fixed capital and working capital.

#### **SECTION-D**

- Note:** Long answer type questions. Attempt any two questions out of three questions. (2x10=20)  
 Q.36 Define Leader. Explain the main quality traits that a leader should possess to be effective.  
 Q.37 What are the different consideration taken into account by an entrepreneur in product selection?  
 Q.38 a) What are the constituents of a preliminary project report?  
       b) Is performance appraisal really needed in an organization? Elaborate.

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**4th Sem / Comp, ECE, (Common)  
Subject:- EDM**

Time : 3Hrs. M.M. : 100

#### **SECTION-A**

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

- Q.1 An entrepreneur who introduces new idea, method of production and discovers new market is called as  
     a) Technical entrepreneur  
     b) Innovative Entrepreneur  
     c) Novice Entrepreneur  
     d) All of the above  
 Q.2 Partnership Firm Agreement is known as?  
     a) Partnership Contract  
     b) Partnership Deed  
     c) Partnership Act  
     d) Statement  
 Q.3 Which of the following is not an example of financial incentive?  
     a) Perquisites                      b) Profit Sharing  
     c) Job Enrichment                d) Co-partnership  
 Q.4 Which is the function of financial management?  
     a) training employees      b) R and D  
     c) maintaining liquidity      d) None of the above  
 Q.5 One advantage of book keeping is  
     a) it complicates a system

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- b) it overcomes the limitation of human memory  
c) it identifies hidden talent  
d) none of the above
- Q.6 Number of customers or potential customers who will help in company's growth is classified as  
a) Customer base      b) retailer base  
c) distributors base    d) marketers base
- Q.7 What is a high quality product?  
a) A product that meets customer expectations but not at a price they are willing to pay  
b) A product that does not meet customer expectations but fulfills the customers needs at a price they are willing to pay  
c) A product that meets customer expectations and fulfills the customers needs at a price they are willing to pay  
d) All of the above
- Q.8 The objective of Just-In-Time manufacturing principle is to eliminate  
a) time wastage  
b) labour wastage  
c) cost of excessive inventory  
d) all of the above
- Q.9 In which of the following organisation structure, each specialist is supposed to give his functional advice to all other foremen and workers  
a) Line organization  
b) Functional organization  
c) Line and staff organization  
d) All of the above

- Q.10 "No one in an organisation should have more than one boss" is a statement of  
a) Principle of specialization  
b) Principle of authority  
c) Principle of unity of command  
d) Principle of span of control

### SECTION-B

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

- Q.11 What is the full form of GST?  
Q.12 Give one example of direct tax.  
Q.13 Write the full form of SIDBI.  
Q.14 Write any one objectives of Material Management  
Q.15 Define motivation.  
Q.16 What do you mean by copyright?  
Q.17 Define sales tax.  
Q.18 What is excise duty?  
Q.19 Name two types of values.  
Q.20 \_\_\_\_\_ is something by which we perceive the things. (Fill in the blank)

### SECTION-C

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

- Q.21 Explain the need of promoting entrepreneurship.  
Q.22 Explain the EOQ model of inventory control.  
Q.23 Explain any five characteristics of TQM.  
Q.24 Write five advantages of sole proprietorship.  
Q.25 Differentiate between marketing and sales.  
Q.26 Should a manager be a good leader? Elaborate in context of an organization.