

- 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.

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Roll No.

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

- Q.5 A management transfer its idea to subordinates through the following function
- Directing
 - Planning
 - Controlling
 - All of the above
- Q.6 The performance of worker can determined by
- Level of ability
 - Level of motivation
 - Both (a) & (b)
 - None of above
- Q.7 Internal recruitment
- Decrease the morale of employees
 - Motivate the employees to improve their performance
 - Discourages entry of talented people
 - Limits the choice of selection
- Q.8 Purpose of taxation
- To distribute wealth effectively
 - To raise funds for public purpose
 - both a & b
 - None of above
- Q.9 Which of the following is a component of organization culture?
- Job satisfaction
 - Morale
 - Reward
 - All of the above

- Q.10 Financial statement do not consider
- Assets expressed in monetary terms
 - Liabilities expressed in monetary terms
 - Only assets expressed in non monetary terms
 - 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?