

- Q.26 Define market survey. What are its types?
  - Q.27 Explain the main considerations in preparing preliminary project report.
  - Q.28 Explain the features of functional organization.
  - Q.29 Write in brief about the importance of management.
  - Q.30 Discuss various factors that affect Motivation.
  - Q.31 What is importance of Performance Appraisal System?
  - Q.32 Write briefly about the functions of HRM.
  - Q.33 What is the importance of income tax?
  - Q.34 Explain the benefits of sales promotions.
  - Q.35 Explain the concept of CRM.

## **SECTION-D**

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

- Q.36 Write note on:

  - a) DIC
  - b) Science & Technology Entrepreneur parks.

Q.37 Explain in detail the consideration taken in product selection.

Q.38 What is a project report? Explain the types of feasibilities and common errors in project report preparations.

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MSIL-120264/030364

**6th Sem / Mechanical Engineering**  
**Subject:- Entrepreneurship Development and Management**

Time : 3Hrs.

M.M. : 100

## **SECTION-A**

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

- Q.1 The business plan should be prepared by:

  - a) Entrepreneurs
  - b) Consultants
  - c) Engineers
  - d) small business administration services

Q.2 Which of the following factors does not affect a person for being an entrepreneur?

  - a) Gender
  - b) Education
  - c) Family background
  - d) Values

Q.3 SIDBI was set up as a subsidiary of \_\_\_\_\_.

  - a) IDBI.
  - b) IFCI.
  - c) ICICI.
  - d) SFC.

Q.4 Single window scheme is instituted through \_\_\_\_\_.

  - a) IDBI.
  - b) SIDCO
  - c) KFC
  - d) DIC

Q.5 \_\_\_\_\_ describes the direction the enterprise is going in, what its goals are, where it wants to be, and how it is going to get there.

  - a) Project report
  - b) Technical analysis
  - c) Market analysis
  - d) Financial analysis

- Q.6 The main objective of an organization is.
- Creating benefit for society
  - Motivating the employees
  - Fulfilling economic objective
  - None of these
- Q.7 Which of the following statement is/are correct?
- HRM is a strategic management functions
  - Under HRM employee is treated as resource
  - HRM is the management of skills, talent and abilities
  - HRM lacks the organization to achieve its goals
- Q.8 Coordination is.
- A management function.
  - The essence of management.
  - An objective of management.
  - A social objective.
- Q.9 Intellectual Property laws can protect \_\_\_\_\_.
- Trademarks.
  - Copyright.
  - Patents.
  - All the above
- Q.10 Which of the following is a tangible benefit of following TQM?
- Reduction in employee grievances
  - Increase in employee grievances
  - No change in employee grievances
  - We can't comment on employee grievances

## SECTION-B

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

- Q.11 Write any one barrier to entrepreneurship.
- Q.12 Define the term KVIB.
- Q.13 Name the different types of market survey.
- Q.14 Define market survey.
- Q.15 Describe PPR.
- Q.16 Define project appraisal.
- Q.17 What is need of management?
- Q.18 Define leadership.
- Q.19 Write the full form of VAT.
- Q.20 Define the term TQM

## SECTION-C

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

- Q.21 Explain the main functions of an entrepreneur.
- Q.22 What are the main inputs required for a new entrepreneur?
- Q.23 Write a short on various functions of DICs.
- Q.24 Explain the importance of technology business incubators and science and technology entrepreneur parks.
- Q.25 Which factors should be considered for the selection of a product to be manufactured?