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6th Sem / Common
Subject:- Entrepreneurship Development
and Management

Time : 3Hrs. M.M. : 100

SECTION-A

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

- Q.1 Which of the following shows the process of creating something new?
a) Business model b) Modelling
c) Creative flexibility d) Innovation
- Q.2 Which of the following is not related to opportunity Identification?
a) Brain storming b) Pain storming
c) Causation d) Opportunity walks
- Q.3 A business plan should include:
a) Technical Analysis b) Market Analysis
c) Financial Analysis d) All of the above
- Q.4 CRM stands for
a) Customer resource manager
b) Customer related marketing
c) Customer relationship management
d) None of these

- Q.5 Which of the following is a level of learning?
a) Cognitive b) Emotional
c) Behaviour d) All of the above
- Q.6 Which is not one of the chief characteristics of an entrepreneur?
a) Personal initiative
b) ability to consolidate resources
c) desire for control for people
d) risk taking
- Q.7 Planning is a _____ process.
a) Forecasting b) Thinking
c) Directing d) Staffing
- Q.8 The primary goal of the financial management is
a) To maximize the return
b) To minimize the risk
c) To maximize the wealth of owners
d) To maximize profit
- Q.9 Which of the following is the objective of HRM
a) Human resource planning
b) Recruitment and selection
c) Training & development
d) All of these
- Q.10 Just in time philosophy is to reduce.
a) Inventory waste b) Transportation waste
c) processing waste d) All of these

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SECTION-B

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

- Q.11 Define Incentive.
- Q.12 Expand TQM.
- Q.13 Define Sole proprietorship.
- Q.14 Give two types of capital.
- Q.15 Expand NSIC.
- Q.16 Define the term motivation.
- Q.17 What is PPR?
- Q.18 Define GST.
- Q.19 Give two reasons for business failure.
- Q.20 Give three types of leadership.

SECTION-C

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

- Q.21 What is the importance of motivation in an organization.(Any five)
- Q.22 What are the errors made in preparing a project report?
- Q.23 Write short note on STEP.
- Q.24 What are the objectives of HRM department? (Any Five)
- Q.25 What is EOQ analysis?
- Q.26 What is the technical feasibility of a project?

(3) 180264/170264/120264
/030364/105243/105252
/105351/030262/030361/030151

- Q.27 Write a short note on market survey.
- Q.28 What do you mean by Double Entry System? State its various advantages.
- Q.29 Explain the merits and demerits of line organization.
- Q.30 Explain any two National level Entrepreneurial support system institutes.
- Q.31 What is the difference between an intrapreneur and an entrepreneur?
- Q.32 What do you understand by work culture?
- Q.33 Give merits and demerits of sole proprietorship firm. (Any five)
- Q.34 Describe Douglas McGregor theory of motivation.
- Q.35 Write five difference between a Manager and a Leader.

SECTION-D

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

- Q.36 What are various considerations in product selection? How an idea can be converted into business opportunity?
- Q.37 What are different types of taxes? Describe any two types of taxes with their advantages and disadvantages.
- Q.38 What do you mean by Entrepreneur? Describe the qualities of an Entrepreneur and its types.

(5180) (4) 180264/170264/120264
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