

- Q.22 Write five advantages of sole proprietorship.  
 Q.23 How GST is helpful to citizens?  
 Q.24 Explain any five characteristics of TQM.  
 Q.25 Explain the four principles of taxation.  
 Q.26 What is NABARD? What are its various functions?  
 Q.27 Define Book Keeping.  
 Q.28 Define the term sale forecasting.  
 Q.29 What is the role of leadership?  
 Q.30 How to make project reports?  
 Q.31 Why advertising is needed for a firm?  
 Q.32 Management is an art or Science Comment.  
 Q.33 Is group behaviour different from individual's behavior? Elaborate  
 Q.34 Explain Herzberg's theory of motivation.  
 Q.35 What is a Business Incubator?

#### **SECTION-D**

- Note:** Long answer type questions. Attempt any two questions out of three questions.  $(2 \times 10 = 20)$   
 Q.36 Write in brief on preliminary project report(P.P.R.).  
 Q.37 Describe Performance appraisal methods in details and function of material management.  
 Q.38 Explain the need, objectives & types of CRM.

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**5th Sem. / Agri Engg.**  
**Subject:- Entrepreneurship**  
**Development and Management**

Time : 3Hrs. M.M. : 100

#### **SECTION-A**

**Note:** Multiple choice questions. All questions are compulsory  $(10 \times 1 = 10)$

- Q.1 Management is the art of  
 a) To motivate the employees  
 b) Keeping competitors under pressure  
 c) Getting things done by groups of people  
 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 is the function of financial management?  
 a) training employees  
 b) R and D  
 c) maintaining liquidity  
 d) None of the above  
 Q.4 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 customer's needs at a price they are willing to pay

- Q.5      c) A product that meets customer expectations and fulfills the customer's need at a price they are willing to pay  
d) All of the above
- Q.5      "No one in an organization 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
- Q.6      The following is a direct tax  
a) Sales tax                  b) Income tax  
c) Excise tax                d) Custom tax
- Q.7      HRM is  
a) A staff function  
b) A line function  
c) A staff function line function and accounting function  
d) All of the above
- Q.8      Which function of management related to placing the right person at the right job?  
a) Organising                b) Planning  
c) Staffing                   d) Controlling
- Q.9      The primary goal of the financial management is  
a) To maximum the return  
b) To minimum the risk  
c) To maximum the wealth of owners  
d) To maximize profit

- Q.10     Wealth is a/an  
a) Intrinsic value  
b) Extrinsic value  
c) Productive value  
d) Underproductive value

## SECTION-B

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

- Q.11     Write the full form of SIDBI.  
Q.12     Define sales tax.  
Q.13     Define JIT.  
Q.14     Who developed the concept of HRD?  
Q.15     Define a Medium Enterprise.  
Q.16     Income is the difference between revenue and \_\_\_\_\_.  
Q.17     What do you mean by copyright?  
Q.18     What is excise duty?  
Q.19     Inventory control.  
Q.20     What is the full forms of the followings:  
i) KVIC                       ii) TCOs

## SECTION-C

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

- Q.21     Discuss the factors that affect motivation in an organization.