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Roll No.

**6th Sem / Agri (5th sem) Auto, Chem. P & P, Civil, comp.
Eltx. Elect., Elet. Food Tech, IC, IT, Mech, Mecatronics, Med. Eltx.
(4/6th sem) Plastic, Prod, Text proc, Text Tech. EI, GE, CNC, CAD
CAM, found & Forg., Brick Tech., Const. Mgmt, Text. Chem,
Power Station Engg., Power Eltx., Elect. & Eltx Engg. Chem Engg.
(Spl. Paint Tech.) Rubber Tech, Chem Engg. (Spl. Polymer Tech.
Mech Enggg., (Fabrication Tech.) Fire Tech & Safety, Mech.
(CAD / CAM Design & Robotics) AME
Sub.: Entrepreneurship Development and Management**

Time : 3Hrs.

M.M. : 100

SECTION-A

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

Q.1 Agreement in which form is required in a partnership firm? (CO1)

- a) Written
- b) Oral
- c) A or B
- d) None of the above

Q.2 The following is also known as Military organisation. (CO4)

- a) Line organization
- b) Functional organisation
- c) Line and staff organization
- d) None of the above

Q.3 An entrepreneur who introduces new idea, method of production and discovers new market is called as (CO1)

- a) Technical entrepreneur
- b) Innovative Entrepreneur
- c) Novice Entrepreneur
- d) All of the above

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Q.4 Which is the function of financial management? (CO8)

- a) Training employees
- b) R and D
- c) Maintaining liquidity
- d) None of the above

Q.5 Number of customers or potential customers who will help in company's growth is classified as (CO9)

- a) Customer base
- b) Retailer base
- c) Distributors base
- d) Marketers base

Q.6 "No one in an organisation should have more than one boss" is a statement of (CO4)

- a) Principle of specialization
- b) Principle of authority
- c) Principle of unity of command
- d) Principle of span of control

Q.7 One advantage of book keeping is (CO8)

- a) It complicates the system
- b) It overcomes the limitation of human memory
- c) It identifies hidden talent
- d) None of the above

Q.8 How many patent offices are there in India? (CO9)

- a) 4
- b) 6
- c) 5
- d) 2

Q.9 These needs are most basic in the hierarchy of motivation theory and correspond to primary needs. (CO5)

- a) Self Actualisation Needs
- b) Basic Physiological Needs
- c) Security Needs
- d) Belonging Needs

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- Q.10 FW Taylor introduced a system of organization known as (CO4)
- Line organisation
 - Functional organisation
 - Line and staff organisation
 - All of the above

SECTION-B

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

- Q.11 Write the full form of IPR. (CO9)
 Q.12 What is the full form of GST? (CO6)
 Q.13 Write any one objective of market survey. (CO2)
 Q.14 Name any two commercial banks of India. (CO1)
 Q.15 Give one example of Indirect tax. (CO6)
 Q.16 What is excise duty? (CO6)
 Q.17 Write the full form of TQM. (CO9)
 Q.18 Entrepreneurship helps in improving GDP. (True/False) (CO1)
 Q.19 Write any one source of recruitment. (CO6)
 Q.20 Define management. (CO4)

SECTION-C

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

- Q.21 Should a manager be a good leader? Justify your answer. (CO4)
 Q.22 Differentiate between fixed capital and working capital. (CO6)
 Q.23 Explain the ABC model of inventory control. (CO6)
 Q.24 Write five advantages of sole proprietorship. (CO1)

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- Q.25 Explain the four principles of taxation. (CO1)
 Q.26 Differentiate between marketing and sales. (CO6)
 Q.27 Why advertising is needed for a firm? (CO6)
 Q.28 Explain briefly double entry system of book keeping. (CO8)
 Q.29 Why involvement of employees is important in decision making? (CO9)
 Q.30 What do you mean by organization structure? (CO4)
 Q.31 Management is an art or science. Comment. (CO4)
 Q.32 Briefly explain the techno economic feasibility approach. (CO3)
 Q.33 Is group behaviour different from individual's behaviour? Elaborate. (CO7)
 Q.34 Explain any two functions of DIC. (CO1)
 Q.35 Explain Herzberg's theory of motivation. (CO5)

SECTION-D

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

- Q.36 Explain in details the principles of management. (CO5)
 Q.37 Who is a Leader? Explain the main characteristics that a leader should possess to be effective. (CO5)
 Q.38 a) What is the role of market survey in opportunity identification?
 b) What are the constituents of a preliminary project report? (CO2,3)

Note : Course outcome (CO) mentioned in the question paper is for official purpose only.

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