

DAYANANDA SAGAR COLLEGE OF ENGINEERING

(An Autonomous Institute Affiliated to VTU, Belagavi)
Shavige Malleshwara Hills, Kumaraswamy Layout, Bengaluru-560078

Model Question Paper

Course: Management and Entrepreneurship
Course Code: IM51

Semester: 5

Maximum marks: 100

Duration: 3 hours

Maximum of 4 sub questions are allowed

Q.N

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1

Questions

Marks

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|--|----|
| A. List out the functional areas of Management | 01 |
| B. Define management according to Mary Parker Follet | 01 |
| C. List out the different levels of management | 01 |
| D. Define 'Policies' in organizations | 01 |
| E. Define 'Formal Organization' | 01 |
| F. List an example for Matrix organization | 01 |
| G. Define 'Span of control' | 01 |
| H. List out the various elements of staffing | 01 |
| I. Define 'Negative Motivation' | 01 |
| J. A Person's needs for food, drink, shelter and other physical needs are _____ needs. (Physiological needs) | 01 |
| K. Define 'Formal Communication' | 01 |
| L. Define 'Controlling' | 01 |
| M. List out the functions of an Entrepreneur | 01 |
| N. Define 'Intrapreneur' | 01 |
| O. Differentiate between Entrepreneur and Manager | 01 |
| P. What are the elements of Entrepreneurship | 01 |
| Q. List out the characteristics of Small Scale Industries. | 01 |
| R. List the functions of WTO | 01 |
| S. What are Ancillary industries | 01 |
| T. What are the main function of NSIC | 01 |
| 2a Describe briefly the concept of Modern Management approaches | 08 |
| b Illustrate the process and steps involved in decision making with examples. | 08 |
| 3a Define span of control. Discuss functional organization structure with a chart highlighting its advantages and disadvantages. | 08 |
| b Enumerate briefly the steps in the selection procedure. | 08 |
| 4a Analyze the concept of Maslow's theory of motivation in today's organizations. | 06 |
| b Define and describe the purposes of communication. | 06 |
| c Describe briefly the essential of a sound control system and analyze its importance for today's organizations. | 04 |
| 5a Define the term 'Entrepreneur'. Explain the functions of an entrepreneur | 08 |
| b Explain the steps involved in the entrepreneurial process. | 08 |
| (OR) | |
| 6a Classify various categories of entrepreneurship, based on different factors | 08 |

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- b Analyze the role of Entrepreneur in Economic Development of a Nation. 08
- 7a Explain the objectives of SSI's and its role in economic development. 08
- b Explain GATT and WTO, and its impact on trade (3) 08
- (OR)
- 8a Justify on how startup India policy 2015-20 have Fostered strong partnerships between Research and Development institutions and Industry 08
- b Illustrate with case studies the Impact of Liberalization, Privatization, Globalization on S.S.I (2) 08

DAYANANDA SAGAR COLLEGE OF ENGINEERING*(An Autonomous Institute Affiliated to VTU, Belagavi)*
Shavige Mulleshwara Hills, Kumaraswamy Layout, Bengaluru-560078**UG Make Up Examination, February 2019**

Course: **Management and Entrepreneurship**
 Course Code: **IM51**
 Semester: **V**

Maximum marks: 100

Duration: 03 hours

- Note:** i). Question ONE (a to t) has to be answered from pages 5 to 7 only.
 ii). Question 1 to 4 is compulsory.
 iii). Any missing data should be suitably assumed.

Q. No.		Marks
1	a List modern management approaches.	01
	b List the three important roles played by manager.	01
	c strategic plans relate to time-frame of _____	01
	d Mention the different levels of management.	01
	e Define 'Formal Organization'.	01
	f Define 'Span of control'.	01
	g Line organization is also known as _____	01
	h Staffing is defined as _____	01
	i Define 'positive Motivation'.	01
	j A Person's needs for food, drink, shelter and other physical needs are _____ needs.	01
	k Define 'Formal Communication'.	01
	l Define controlling According to koontz and O'Donnel.	01
	m Entrepreneur is derived from French verb "entreprendre" which means to _____	01
	n List elements of intrapreneurship.	01
	o List out the functions of an Entrepreneur.	01
	p An advantage of entrepreneurship is that, entrepreneurs are their own _____	01
	q Full form of GATT abbreviation is _____	01
	r World trade organization was established on _____	01
	s Mention the Action Plan of Start-up India.	01
	t Mention any 2 the methods of project appraisal.	01

- 2 a List and Explain the contributions of Taylor to the scientific management. 08
b List and Explain in detail the importance of planning. 08

- 3 a With help of neat block diagram explain line and staff organization, list its merits. 08
b Discuss the factors determining an effective span. 08

- 4 a Elaborate the characteristics of motivation. 06
b List and Compare authority based leadership styles. 10

- 5 a Elaborate the challenges faced by women Entrepreneurs in the present scenario. 10
b Enumerate the objectives of Entrepreneurship development program. 06

OR

- 6 a Provide brief Comparison between entrepreneur, intrapreneur and manager. 10
b Elaborate the important qualities of entrepreneur. 06

- 7 a Elaborate GATT and WTO, and its impact on trade. 08
b Justify on how startup India policy 2015-20 have Fostered strong partnerships between Research and Development institutions and Industry. 08

OR

- 8 a Enumerate the objectives of SSIs. 08
b Elaborate the benefits provided to entrepreneurs in establishing startups. 08

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UG Semester End Examination, December 2018/January 2019

Course: **Management and Entrepreneurship**
Course Code: **IM51**
Semester: **V**

Maximum marks: 100

Duration: 3 hours

- Note: i). Question ONE (a to t) has to be answered from pages 5 to 7 only.
ii). Question 1 to 4 is compulsory.
iii). Any missing data should be suitably assumed.

Q. No.	Marks
1	
a) List out any two characteristics of Management.	01
b) Differentiate between management & Administration.	01
c) Define contingency approach.	01
d) Differentiate between open & Closed system.	01
e) List out the different principles of organization.	01
f) Give an example for a Matrix Organization.	01
g) Give an example for an organization with narrow span.	01
h) What are the limitations of MBO?	01
i) State the elements of Directing.	01
j) Discuss the Importance of Communication.	01
k) Name the various leadership styles.	01
l) List the different types of communication flow.	01
m) Define Entrepreneur.	01
n) List out the political problems faced by entrepreneurs in india.	01
o) List the barriers of entrepreneurship.	01
p) List out the elements of entrepreneurship.	01
q) List out the characteristics of Small Scale Industries.	01
r) List the functions of WTO.	01
s) What are Ancillary Industries?	01
t) What are the main functions of NSIC?	01

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Dr. T. S. Manjunath
Prof. & HOD, ECE, DSC

- | | | |
|---|---|----|
| 2 | a) Explain the functional areas of Management. | 06 |
| | b) Differentiate between strategic planning and tactical planning. | 04 |
| | c) With help of neat sketch, Explain the hierarchy of plans. | 06 |
| 3 | a) With help of neat block diagram explain line and staff organization, list its merits and demerits. | 06 |
| | b) Explain the salient features of centralization verses decentralization, with examples for each. | 06 |
| | c) Discuss the importance of staffing. | 04 |
| 4 | a) List and Compare 3 widely used leadership styles. | 08 |
| | b) In context with managing a manufacturing firm, List and elaborate the essentials of a sound controlling system used. | 08 |
| 5 | a) Elaborate the important qualities of entrepreneur. | 08 |
| | b) Based on different factors, Classify various categories of entrepreneurship. | 08 |

OR

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|---|---|----|
| 6 | a) Elaborate the stages in Entrepreneurial process. ✓ | 08 |
| | b) Discuss the evolution and growth of entrepreneurship in India. | 08 |
| 7 | a) Elaborate various steps to start a Small Scale Industries. ② | 08 |
| | b) Ascertain methods employed to appraise project. | 08 |

OR

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|---|---|----|
| 8 | a) "Development of Small Scale Industries contributed to economic development of India" Justify the statement and list the advantages of SSIs ① | 08 |
| | b) Elaborate on the benefits being given to entrepreneurs in establishing startups. | 08 |