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Sixth Semester B.E. Degree Examination, June-July 2009
Management and Entrepreneurship

Time: 3 hrs.

Max. Marks:100

**Note : Answer any FIVE full questions selecting at least
TWO full question from each part..**

PART - A

- 1
 - a. Define Management. (02 Marks)
 - b. With a neat sketch, explain the functions of Management. (12 Marks)
 - c. Briefly explain the concept of Modern Management approaches. (06 Marks)
- 2
 - a. Give any Four concrete reasons for the paramount importance of the planning functions. (04 Marks)
 - b. Briefly explain the steps involved in planning. (06 Marks)
 - c. What are the different types of decisions? Explain briefly. (10 Marks)
- 3
 - a. Briefly explain the principles of organization. (10 Marks)
 - b. Write any four advantages of proper and efficient staffing. (04 Marks)
 - c. Write short notes on the following : i) MBO ii) MBE iii) Span of control. (06 Marks)
- 4
 - a. With a neat sketch briefly explain Maslow's theory of motivation. (06 Marks)
 - b. Define and explain the purposes of communication. (08 Marks)
 - c. Briefly explain the essential of a sound control system. (06 Marks)

PART - B

- 5
 - a. Who is an Entrepreneur? (02 Marks)
 - b. Briefly explain the characteristics of an Entrepreneur. (06 Marks)
 - c. Explain in detail various types and functions of an Entrepreneur. (08 Marks)
 - d. Distinguish between Entrepreneur and Intrapreneur. (04 Marks)
- 6
 - a. What is a Small – Scale Industry? (02 Marks)
 - b. Briefly explain the rationale of Small – Scale Industry development in India. (08 Marks)
 - c. List out the various objectives of developing small enterprises in India. (06 Marks)
 - d. Explain briefly the Government support for SSI during 5 year plans. (04 Marks)
- 7
 - a. With a neat sketch, explain the activities of NSIC. (08 Marks)
 - b. Write short notes on the following : (12 Marks)
 - i) SISI ii) SIDBI iii) DIC iv) TECKSOK.
- 8
 - a. What are the criteria for selecting a particular project, an Entrepreneur should consider? (06 Marks)
 - b. Briefly explain the importance of project identification. (06 Marks)
 - c. Give the meaning of project appraisal. (02 Marks)
 - d. What are the steps followed in project appraisal? (06 Marks)

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Sixth Semester B.E. Degree Examination, Dec.09-Jan.10
Management and Entrepreneurship

Time: 3 hrs.

Max. Marks:100

**Note: Answer any FIVE full questions, selecting atleast
TWO questions from each part.**

Part – A

- 1
 - a. Define "Management". Distinguish between administration and management. (04 Marks)
 - b. Comment on the true nature of management. Is it a science or an art? (08 Marks)
 - c. Explain the contributions of F.W. Taylor to the theory of management. (08 Marks)

- 2
 - a. Define objectives. Discuss the characteristics of objectives. (10 Marks)
 - b. What is decision – making? List out the common difficulties in decision making process. (03 Marks)
 - c. What are planning premises? Explain the classification of planning premises. (07 Marks)

- 3
 - a. Define span of control. Discuss functional organization structure with a chart highlighting its advantages and disadvantages. (08 Marks)
 - b. Distinguish between
 - i) Authority and responsibility
 - ii) Selection and recruitment. (06 Marks)
 - c. Define staffing and discuss its importance. (06 Marks)

- 4
 - a. Define leadership. Explain different styles of leadership. (08 Marks)
 - b. Explain Maslow's hierarchy of needs theory. (06 Marks)
 - c. Discuss the steps in controlling. (06 Marks)

Part – B

- 5
 - a. Define an entrepreneur. Distinguish between intrapreneur and entrepreneur. (06 Marks)
 - b. Explain the evolution and growth of entrepreneurship in India. (08 Marks)
 - c. Discuss the role of entrepreneurs in economic development. (06 Marks)

- 6
 - a. List out the objectives of Small Scale Industries (SSIs). (08 Marks)
 - b. Discuss the salient features of New Small Enterprise Policy 1991. (06 Marks)
 - c. Explain the effect of WTO on Indian SSIs. (06 Marks)

- 7
 - a. What is TECSOK? Explain the services offered by TECSOK to SSIs. (06 Marks)
 - b. Discuss objectives and functions of DIC – Single window agency. (06 Marks)
 - c. List out the main functions of SIDBI. Discuss the different types of assistance provided by SIDBI to SSIs. (08 Marks)

- 8
 - a. Define project report and discuss its need and significance. (08 Marks)
 - b. What are common errors in project report formulation? Explain. (07 Marks)
 - c. What is market feasibility? Explain. (05 Marks)

