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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 :  
i) SISI ii) SIDBI iii) DIC iv) TECKSOK. (12 Marks)
- 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)

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