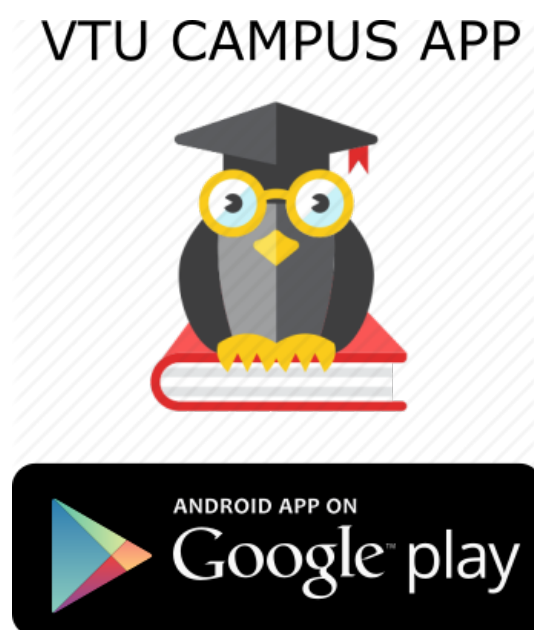




Management and Entrepreneurship VTU CBCS Question Paper Set 2018



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10AL61

Sixth Semester B.E. Degree Examination, June/July 2017
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” and outline its essential characteristics. (06 Marks)
b. Discuss the various required managerial skills with reference to the skill–mix diagram for different management levels. (06 Marks)
c. Briefly describe the general principles of administrative management theory as laid down by Henri Fayal. (08 Marks)
- 2 a. What is planning? Discuss the importance of planning. (06 Marks)
b. Explain the hierarchy of plans with a neat sketch. (08 Marks)
c. Discuss programmed and non-programmed decisions with a neat sketch. (06 Marks)
- 3 a. Explain the process of organizing. (06 Marks)
b. Discuss the guidelines for making committees effective. (06 Marks)
c. Explain the process of recruitment and selection of managerial personnel in an organization. (08 Marks)
- 4 a. Explain briefly the important principles of an effective direction. (08 Marks)
b. Write a note on Maslow’s Hierarchy of needs theory of motivation. (06 Marks)
c. “Budgeting is an instrument of planning as well as a tool of managerial control”, comment. (06 Marks)

PART – B

- 5 a. Discuss the concept of entrepreneur as a risk bearer, as an organizer and as an innovator. (06 Marks)
b. Describe the various stages in entrepreneurial process. (08 Marks)
c. What are the barriers to entrepreneurship? Explain. (06 Marks)
- 6 a. Explain the characteristics of small scale industries. (06 Marks)
b. Explain the various important steps in establishing a small scale industry with a flow–chart. (08 Marks)
c. Discuss the effects of WTO on small scale industries in India. (06 Marks)
- 7 a. Explain the important activities and functions of SISI(MSME–DI). (08 Marks)
b. Write a note on KIADB. (06 Marks)
c. Discuss the organizational structure and functions of DIC. (06 Marks)
- 8 a. Explain the process of identification and selection of a suitable project. (10 Marks)
b. Explain the common errors in project reports. (10 Marks)

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On completing your answer, compulsorily draw diagonal cross lines on the remaining blank pages.
2. Any revealing or identification, appear to evaluator and/or question setter.

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10AL61

Sixth Semester B.E. Degree Examination, Dec.2014/Jan. 2015
Management and Entrepreneurship

Time: 3 hrs.

Max. Marks:100

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

PART – A

- 1 a. Define the term management. Explain the process of management in detail. (10 Marks)
b. Describe the contributions of F.W. Taylor for scientific management process. (10 Marks)
- 2 a. Explain the reasons which make planning process, an important activity in management. Write the hierarchy of organizational plans. (10 Marks)
b. Describe the steps that are generally followed in the planning process. (10 Marks)
- 3 a. Describe the departmentalisation, based on functions with its merits and demerits. (06 Marks)
b. Explain the advantages of delegation of authority. (06 Marks)
c. Explain the various sources of recruitment. (08 Marks)
- 4 a. Describe the Maslow's need – hierarchy theory of motivation. (08 Marks)
b. Explain any three techniques of co-ordination. (06 Marks)
c. Describe any three essential factors of effective control system. (06 Marks)

PART – B

- 5 a. Explain the classification of entrepreneurs based on functional characteristics and types of entrepreneurial business. (10 Marks)
b. Describe any five specific management problems faced by entrepreneurs. (10 Marks)
- 6 a. State the characteristics of SSI's. (06 Marks)
b. Describe the objectives of setting up SSI's in India. (06 Marks)
c. Briefly explain the steps required for establishing an SSI. (08 Marks)
- 7 a. Describe the principal services offered by NSIC for the promotion of small scale industries in India. (10 Marks)
b. Explain the various focused consultancy areas of TECSOK. (10 Marks)
- 8 a. Describe the several stages followed in project formulation. (10 Marks)
b. Explain the features, that the project report should include. (05 Marks)
c. State the advantages and limitations of CPM for network analysis. (05 Marks)

Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.
2. Any revealing of identification, appeal to evaluator and /or equations written eg, 42+8 = 50, will be treated as malpractice.

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10AL61

Sixth Semester B.E. Degree Examination, Dec.2015/Jan.2016

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. Explain the process of Management. (08 Marks)
b. Differentiate between Management and Administration. (04 Marks)
c. What are the Modern management approaches and explain key concepts of system approach? (08 Marks)
- 2 a. Why Planning is important? Explain. (04 Marks)
b. Explain generally involved steps in planning. (06 Marks)
c. Why decision making is a key part of a Manager's activity? (02 Marks)
d. What are the steps involved in rational decision making? Explain. (08 Marks)
- 3 a. What is Span of control? Why determination of an appropriate span of control is important? (04 Marks)
b. What is the difference between Delegation and Decentralization? (04 Marks)
c. Explain the sources of recruitment. (05 Marks)
d. Explain the steps involved in the selection procedure. (07 Marks)
- 4 a. Define directing and explain steps involved in controlling. (07 Marks)
b. What is Motivation? Explain "Maslow's Need Hierarchy Theory". (08 Marks)
c. Explain the requisites for excellent coordination. (05 Marks)

PART - B

- 5 a. Define Entrepreneur. Explain the barriers to entrepreneurship. (04 Marks)
b. Explain the role of entrepreneurs in the economic growth of the country. (05 Marks)
c. List and explain the characteristics of successful entrepreneur. (07 Marks)
d. Write a note on women entrepreneur. (04 Marks)
- 6 a. Explain the role of SSI (Small Scale Industries) in economic development of the Country. (06 Marks)
b. List and explain supporting agencies of Government for SSI. (08 Marks)
c. Write a note on Impact of Liberalization, Privatisation and Globalisation on SSI. (06 Marks)
- 7 a. What is an objective of National Small Industries Corporation Ltd (NSIC)? Explain the activities of NSIC. (06 Marks)
b. What are the objectives and functions of State Financial Corporations (SFC)? (05 Marks)
c. Write a note on SIDBI (Small Industries Development Bank of India). (09 Marks)
- 8 a. What are the scopes of the Project Report? Explain. (04 Marks)
b. Explain the contents of the Project Report. (07 Marks)
c. Define Project appraisal and explain steps followed in Project appraisal. (09 Marks)

Important Note : 1. On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.
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10AL61

Sixth Semester B.E. Degree Examination, Dec.2016/Jan.2017
Management & Entrepreneurship

Time: 3 hrs.

Max. Marks:100

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

PART – A

- 1 a. Managers at all levels require some competence in case of conceptual skills, human relation skills, technical skills. Explain with neat diagram. (10 Marks)
b. Management is a science, an art or a profession. Explain with justification. (10 Marks)
- 2 a. Explain mission, vision, objectives and strategies in planning. What is the purpose of each in planning? (12 Marks)
b. What are the limitations of planning? (08 Marks)
- 3 a. Define the term organization and give its characteristics. (04 Marks)
b. Discuss collateral organization, network organization and virtual organization. (12 Marks)
c. State the importance and need for proper staffing. (04 Marks)
- 4 a. What is morale? How it is related to productivity? (04 Marks)
b. Explain the meaning of direction and requirements of effective direction. (12 Marks)
c. Describe the importance and purpose of communication. (04 Marks)

PART – B

- 5 a. Define Entrepreneurship. Explain the functions of an Entrepreneur. (10 Marks)
b. Explain : i) Innovative entrepreneur ii) Imitative or adoptive entrepreneur. (10 Marks)
- 6 a. Define SSI. Why you need SSI, what are the objectives of SSI? (10 Marks)
b. Explain : (i) Privatisation (ii) Globalisation (iii) GATT (iv) WTO (10 Marks)
- 7 a. Explain the role of KIADB as a institutional support system in Karnataka state. (10 Marks)
b. Briefly explain : (i) NSIC (ii) DIC single window system. (10 Marks)
- 8 Write short notes on:
a. Project identification.
b. Project report.
c. Network analysis.
d. Technical feasibility study. (20 Marks)

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Important Note : On completing your answers, compulsorily draw diagonal cross lines on the remaining blank pages.
2. Any revealing of identification, appeal to evaluator and/or equations written eg. 42+8 = 50, will be treated as malpractice.

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10AL61

Sixth Semester B.E. Degree Examination, Dec.2017/Jan.2018

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. Explain various functions of management. (10 Marks)
b. Comment on 'Management of Science, Art and Profession'. (04 Marks)
c. Discuss the contribution of F.W. Taylor towards scientific management process. (06 Marks)
- 2 a. Explain importance of planning. (05 Marks)
b. Briefly explain important steps in planning. (10 Marks)
c. Explain in brief on long and short range planning. (05 Marks)
- 3 a. What is Organization? Explain principle, purpose and nature of organization. (10 Marks)
b. Briefly explain the steps in selection procedure. (10 Marks)
- 4 a. Explain the essential of sound controlling. (05 Marks)
b. Explain Maslow's theory of motivation. (05 Marks)
c. What is Communication? Briefly explain its importance and types. (10 Marks)

PART - B

- 5 a. Differentiate between Entrepreneur and Intrapreneur and explain types of Entrepreneur. (08 Marks)
b. Describe various stages in Entrepreneurial processes. (08 Marks)
c. Explain the barriers involved in Entrepreneurship. (04 Marks)
- 6 a. Define SSI. Explain the characteristics of SSI. (06 Marks)
b. What are various problems faced by SSI? (06 Marks)
c. Explain in brief the steps involved in setting up of SSI. (08 Marks)
- 7 a. List various State level and Central Government bodies providing institutional support for SSI and explain objectives and functions of KSFC and SSIB. (10 Marks)
b. Explain the role of following bodies in promoting the enterprise : (10 Marks)
i) DIC ii) TECSOK.
- 8 a. What is a Project? Explain the classification and criteria in selecting a project. (10 Marks)
b. Explain several stages followed in project formulation. (10 Marks)
