

Visvesvaraya Technological University, Belagavi

**MODEL QUESTION PAPER**

5<sup>th</sup> Semester, BE (CBCS) EC/TC/EI/BM/ML

**Management and Entrepreneurship Development**

**Time: 3 hours**

**Max. Marks: 80**

**Note: Answer FIVE FULL questions choosing ONE FULL question from each module**

**MODULE-1**

- (1) a) Explain the principal functions of management. - (6 marks)  
 b) Discuss the different types of managerial skills. - (5 marks)  
 c) Comment on the true nature of management. Is it a Science or an Art? - (5 marks)

OR

- (2) a) Explain the nature & importance of planning. - (5 marks)  
 b) Explain the process of strategic planning. - (5 marks)  
 c) Discuss the different types of decisions. - (6 marks)

**MODULE-2**

- (3) a) Define the term organization. Explain the important steps in the process of organizing. - (8 marks)  
 b) What is staffing. Explain the steps involved in the selection process. - (8 marks)

OR

- (4) a) Explain Maslow's need-Hierarchy Theory. - (5 marks)  
 b) What is communication? Discuss the purpose of communication. - (5 marks)  
 c) Explain the essentials of an effective control system. - (6 marks)

**MODULE-3**

- (5) a) Describe the social responsibilities of business towards different groups. - (8 marks)  
 b) What is social audit? What are its benefits? - (4 marks)  
 c) Explain what do you understand by the concept of social responsibility of businessmen? - (4 marks).

OR

- (6) a) Explain the characteristics of a successful entrepreneur. - (10 marks)  
 b) Explain the entrepreneurial development cycle. - (6 marks)

**MODULE-4**

- (7) a) Explain the impact, pros & cons of WTO on small scale Industries. - (8 marks)  
 b) Discuss the growth & performance of small scale industries in India. - (8 marks)

OR

- (8) a) Define Ancillary Industry & Tiny Industry. - (2 marks)  
 b) Explain the services provided by small industries development organization (SIDO). - (7 marks)  
 c) Explain any two policies & schemes of state level institutions. - (7 marks)

**MODULE-5**

- (9) a) Explain the steps involved in the planning and development of a new product. - (8 marks)  
 b) Describe the sequential stages of project formulation. - (8 marks)

OR

- (10) a) Explain the importance of Network analysis. - (5 marks)  
 b) Discuss the different steps involved in PERT analysis - (5 marks)  
 c) Write the differences between PERT & CPM. - (6 marks)