**20CB/DS/CS/IT 705 / 20EC/EE/EI 706 / ME05**

**Hall Ticket Number:**

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| **IV/IV B.Tech (Regular) DEGREE EXAMINATION** | | | | |
| **January, 2024** | | **Common to CB,DS,CS,IT,EC,EE & EI** | | |
| **Seventh Semester** | **Industrial Management & Entrepreneurship Development** | | | |
| **Time:** Three Hours | | | **Maximum:** 70 Marks | |
| ***Answer question 1 compulsory.*** | | | | **(14X1 = 14Marks)** |
| ***Answer one question from each unit.*** | | | | **(4X14=56 Marks)** |
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|  |  |  | **CO** | **BL** | **M** |
| 1 | a) | List out different Functions of Management. | CO1 | L1 | 1M |
|  | b) | What are the salient features of Sole Proprietorship? | CO1 | L1 | 1M |
|  | c) | Define Leadership. | CO2 | L2 | 1M |
|  | d) | What are different functions of Human Resource Management. | CO2 | L1 | 1M |
|  | e) | Explain the Concept of Selling. | CO2 | L2 | 1M |
|  | f) | Write a short note on Inventory Cost. | CO3 | L1 | 1M |
|  | g) | What are the different components of Supply Chain Management. | CO3 | L1 | 1M |
|  | h) | How is Working Capital utilised by a Business entity? | CO4 | L1 | 1M |
|  | i) | What are different sources of Capital for establishing Business. | CO4 | L1 | 1M |
|  | j) | Discuss the objectives of Entrepreneurship. | CO4 | L2 | 1M |
|  | k) | What are the factors affecting Entrepreneurship. | CO4 | L1 | 1M |
|  | l) | What is meant by VED analysis? | CO3 | L1 | 1M |
|  | m) | State the levels of management | CO1 | L1 | 1M |
|  | n) | What are the components of Total Quality. | CO3 | L1 | 1M |
| **Unit-I** | | | | | |
| 2 | a) | Analyze the Scientific Management principles. | CO1 | L4 | 7M |
|  | b) | Explain the functions of management. | CO1 | L2 | 7M |
| **(OR)** | | | | | |
| 3 | a) | Distinguish between Public Limited Company and Private Limited company. | CO1 | L2 | 7M |
|  | b) | Examine the need for Strategic Management for a Business Organisation. | CO1 | L2 | 7M |
| **Unit-II** | | | | | |
| 4 | a) | Explain the Selection and Recruitment process with appropriate examples. | CO4 | L2 | 7M |
|  | b) | What is the expected outcome form Training and development in a Business Environment. | CO4 | L4 | 7M |
| **(OR)** | | | | | |
| 5 | a) | Explain Maslow’s need-Hierarchy Theory. | CO4 | L2 | 7M |
|  | b) | Analyses the Product Life Cycle with an appropriate example. | CO4 | L4 | 7M |
| **Unit-III** | | | | | |
| 6 | a) | Distinguish between Inspection and Quality Control. | CO2 | L4 | 7M |
|  | b) | Explain the ABC analysis and VED analysis model of inventory management. | CO2 | L2 | 7M |
| **(OR)** | | | | | |
| 7 | a) | Explain on how Supply Chain Management is useful in the conduct of a Business? | CO3 | L2 | 7M |
|  | b) | Derive an equation for EOQ. | CO2 | L4 | 7M |
| **Unit-IV** | | | | | |
| 8 | a) | Analyse on how Break Even Analysis helps in Business Forecast? | CO3 | L4 | 7M |
|  | b) | Discuss various characteristics of an entrepreneur. | CO4 | L2 | 7M |
| **(OR)** | | | | | |
| 9 | a) | Explain the factors effecting entrepreneurship. | CO4 | L4 | 7M |
|  | b) | Explain the need and importance of communication by an Entrepreneur in attaining success. | CO4 | L2 | 7M |

