

B.E. Instrumentation Engineering (MODEL CURRICULUM) Sem-V
IN502M : Professional Management and Entrepreneurship Skills

P. Pages : 2

Time : Three Hours



GUG/W/22/14022

Max. Marks : 80

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- Notes :
1. Same Answer book must be used for each section.
 2. All questions carry as indicated marks.
 3. Due credit will be given to neatness and adequate dimensions.
 4. Assume suitable data wherever necessary.

1. a) Differentiate between administration, Management and organization. 8
- b) State the essential elements of good organization. 8

OR

2. a) Define organization and discuss about the necessity of organization. 8
- b) Explain the followings in detail. 8
- i) Line organization.
 - ii) Functional organization.
 - iii) Line and staff organization
3. a) Name the various functions of Management. Describe any one of them in brief. 8
- b) Define recruitment. Describe the various sources of recruitment in brief. 8

OR

4. a) Describe the various stages involved in effective decision making. 8
- b) What is communication? Enumerate the various methods of communication with suitable examples. 8
5. a) Give a typical organization structure of a material management. 8
- b) What do you mean by pricing decisions? Describe their objectives. 8

OR

- 6) a) What is sales promotion? What are its main objectives? 8
- b) Define marketing. Explain the modern concept of marketing. 8
7. a) Define inventory. Give brief classification of inventories. 8
- b) Name the various types of records maintained in stores and explain any two of them in brief. 8

OR

8. a) What are the objectives of storekeeping and enlist the duties of storekeeper. 8
- b) Illustrate the concept of physical verification of inventories. 8
9. a) Discuss the importance of market survey in Entrepreneurship. 8
- b) Write a shot note on 'Risk taking'. 8

OR

10. a) Write a short note on concept of Entrepreneur and Entrepreneurship. 8
- b) What are the essential characteristics required to become a successful Entrepreneur? 8
