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10AL61

**Sixth Semester B.E. Degree Examination, Jan./Feb. 2021**  
**Management and Entrepreneurship**

Time: 3 hrs.

Max. Marks: 100

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

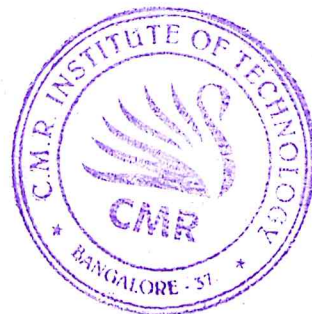
**PART – A**

- 1 a. Define Management. Explain Management a-Profession. (05 Marks)  
b. Explain briefly the different roles of a senior Manager. (10 Marks)  
c. Discuss the importance of Management. (05 Marks)
- 2 a. Define Planning. Explain briefly the hierarchy of plans. (10 Marks)  
b. What is rational decision making? List and explain different steps taken in decision making. (10 Marks)
- 3 a. What is departmentalization? (01 Marks)  
b. Give the meaning and importance of Span of Management. (05 Marks)  
c. List and explain the factors governing the Span of Management. (08 Marks)  
d. What are the sequence of steps adopted in the selection procedure by various organizations? (06 Marks)
- 4 a. Define Co-ordination and Discuss the need for Co-ordination. (10Marks)  
b. Describe the Maslow's need-hierarchy theory of motivation. (10 Marks)

**PART – B**

- 5 a. Discuss in detail on "WOMEN ENTREPRENEURS". (10 Marks)  
b. Explain various types of Entrepreneurs. (10 Marks)
- 6 a. What is the impact of Globalization and the WTO (World Trade Organization) on SSI? Discuss the pros and cons of WTO. (10 Marks)  
b. Discuss the role and importance of Small Scale Industries. (10 Marks)
- 7 a. List and Explain the institutions at state level that are providing support to SSI's. (10 Marks)  
b. Define SSI (Small Scale Industries) and Explain the concept of SSI. (05 Marks)  
c. Discuss the Origin and Objectives of Small Industries Development Bank of India (SIDBI). (05 Marks)
- 8 a. Briefly Explain CPM and PERT. (10 Marks)  
b. What are the steps involved in formulation of project report? Explain. (10 Marks)

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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.