

Punyashlok Ahilyadevi Holkar Solapur University, Solapur
M.Sc. Entrepreneurship II (Sem-IV)
(Syllabus to be implemented from w.e.f. June 2021)
Subject : Project Planning and Execution

Q.2 Answer the following

- 1) What is project?
- 2) What is management?
- 3) What is system approach?
- 4) Define project planning?
- 5) Define project objective?
- 6) Explain project designing?
- 7) Concept of time monitoring?
- 8) Define project scheduling?
- 9) What is project design?
- 10) Define project execution plan?
- 11) Define project procedure manual?
- 12) Define project diary?
- 13) Describe value engineering?
- 14) Define cash flow rejection?
- 15) Pre requisites for successful project implementation?
- 16) Define performance?
- 17) Describe audit?
- 18) Define technical review?
- 19) Describe project audit?
- 20) Define economic review?

Q.3 Answer the following

- 1) Explain nature and scope of project management?
- 2) Define project planning and area of planning?
- 3) Define project scheduling to match availability?
- 4) Define manpower and release of funds?

- 5) Explain cash flow projection and value engineering?
- 6) Define project execution plan and procedure?
- 7) Explain project diary pre requisites for successful project management?
- 8) Define project management performance and indicators?
- 9) Explain management review and economic review?
- 10) Define project audit and its scope?

Q.4 Answer the following

- 1) Define project scheduling and time monitoring?
- 2) Explain project cost monitoring and value engineering?
- 3) Define project designing and time estimation?
- 4) Explain function of planning and area of planning?
- 5) Explain project objective and policies?
- 6) Define project system approach and development of project system?
- 7) Explain factory design and layout?
- 8) Define work breakdown structure project plan?
- 9) Explain performance indicator and financial review?
- 10) Explain management review and economic view?

Q.5 Answer the following

- 1) Define project review and project performance?
- 2) Define performance improvement and management environment?
- 3) Explain marketing review and management review?
- 4) Explain project audit and its scope?
- 5) Explain project overruns time and cost cavern?
- 6) Explain project work structure and work system design?
- 7) Define project planning and performance objective?
- 8) Define time monitoring and project scheduling?
- 9) Define nature and scope of project management?
- 10) Define approach management System approach?

Q.6 Answer the following

- 1) Describe project system and project planning?

- 2) Explain project and objective and policies?
- 3) Define project designing and time estimation?
- 4) Explain project scheduling and time monitoring?
- 5) Define cash flow projection and value engineering?
- 6) Explain availability of manpower and release fund ?
- 7) Define work breakdown and project exaction plan ?
- 8) Explain time and cost overrun?
- 9) Define management review and economic review?
- 10) Explain project audit authorizes sale?

Q.7 Answer the following

- 1) Define project management and its scope?
- 2) Explain project planning and function of planning?
- 3) Define project objective and policies?
- 4) Explain project designing and time estimation?
- 5) Explain project cost monitoring and value engineering?
- 6) Define project procedure manual and project diary?
- 7) Define project implementation and time and cost overrun?
- 8) Explain factory design and layout?
- 9) Define performance indicators & financial review?
- 10) Define project audit , Scope and objective?

Punyashlok Ahilyadevi Holkar Solapur University, Solapur
M.Sc. Entrepreneurship II (Sem-IV)
(Syllabus to be implemented from w.e.f. June 2021)
Subject : Human Resources Management

Q.2 Answer the following

- 1) What is HRM ?
- 2) Define Context of HRM practices environmental influence?
- 3) Explain objective of HRM?
- 4) Describe HRM global setting?
- 5) Explain role of HRM?
- 6) Define information management in HRM?
- 7) Explain IMP. Of HRI system?
- 8) Explain job analysis and process?
- 9) Define selection?
- 10) Explain tools of selection and its process?
- 11) Define role of recruitment?
- 12) Describe need and objective of training?
- 13) Explain need and IMP of management program?
- 14) Explain challenges before a trainer?
- 15) Define knowledge enrichment and career advancement?
- 16) Define Traditional Techniques of Performance Appraisal?
- 17) Explain Ethical aspects in Performance Appraisal?
- 18) Define Work - Life Balance?
- 19) Explain Corporate Social Responsibility and HRM
- 20) Describe Innovative Employee Incentive Schemes in Global Scenario?

Q.3 Answer the following

- 1) Explain Role of HRP - Factors affecting HRP?
- 2) Define Steps in HRP and Importance of Human Resource Information System?
- 3) Explain Selection, Purpose and Importance and Sources of Recruitment?
- 5) Define Recruitment and its process?

- 6) Define training and IMP of management development?
- 7) Define modern technique of performance appraisal?
- 8) Define HRM and objective of HRM department?
- 9) Define context of HRM Practices environmental influence?
- 10) Define KPO & BPO?

Q.4 Answer the following

- 1) Explain HRM and IMP of HRM?
- 2) Define HRM objective and global setting?
- 3) Define Job analysis and its process?
- 4) Explain Psychological and Behavioral Issues in HRP?
- 5) Define Evaluation of the effectiveness of training programmes?
- 6) Define Self-development mechanism?
- 7) Define tools of selection and process?
- 8) Define role recruitment agencies?
- 9) Define HRM issues related to BPO – KPO?
- 10) Explain Appraising and Managing Performance?

Q.5 Answer the following

- 1) Explain Knowledge enrichment and career development?
- 2) Define designing an effective training and development programme?
- 3) Define process of performance appraisal?
- 4) Explain challenges before a trainer?
- 5) Define purpose and importance of recruitment?
- 6) Define Inducting and placing the new recruits?
- 7) Explain Importance of Human Resource Information System?
- 8) Explain need and importance of training?
- 9) Define tools of selection and selection process?
- 10) Explain Importance and Evolution of HRM?

Q.6 Answer the following

- 1) Define HRM and objective of HRM?
- 2) Define HRM department as an integral part of organizations?
- 3) Explain HRP and its role?
- 4) Describe Importance of Human Resource Information System?
- 5) Explain Factors and governing recruitment process?
- 6) Explain Designing an Effective Training and Development Programme?
- 7) Define need and importance of Performance Appraisal, Process of Performance Appraisal?
- 8) Define Ethical aspects in Performance Appraisal.
- 9) Explain “Work - Life Balance” as an important component of HRM?
- 9) Define HRM issues related to BPO - KPO - Organizational Restructuring?
- 10) Define recent trends in HRM?

Q.7 Answer the following

- 1) Explain Meaning of HRM and its objective?
- 2) Define Role of HRM and its objective?
- 3) Describe Psychological and Behavioural Issues in HRP?
- 4) Define Purpose, Importance and Sources of Recruitment?
- 5) Explain Inducting and Placing the new recruits, Role or recruitment agencies?
- 6) Define need and objectives of training?
- 7) Explain Designing an Effective Training and Development Programme?
- 8) Define Limitations of Performance Appraisal, Ethical aspects in Performance Appraisal?
- 9) Define “Work - Life Balance”?
- 10) Explain Traditional and Modern Techniques of Performance Appraisal?

Punyashlok Ahilyadevi Holkar Solapur University, Solapur
M.Sc. Entrepreneurship II (Sem-IV)
(Syllabus to be implemented from w.e.f. June 2021)
Subject : Research Methodology

Q.2 Answer the following

- 1) Explain meaning of research?
- 2) Describe the research design?
- 3) Define methodology?
- 4) Define the research process?
- 5) Explain research types?
- 6) Explain secondary data?
- 7) Define measure central tendency?
- 8) What is data analysis?
- 9) Define the probability?
- 10) Explain the primary data?
- 11) Discuss the hypothesis?
- 12) Describe the critical region?
- 13) Explain the role of hypothesis?
- 14) Define formulation of hypothesis?
- 15) What is hypothesis?
- 16) Define the meaning of report?
- 17) Format of research report?
- 18) What is bibliography?
- 19) Define significance of report writing?
- 20) Explain the types of Research report?

Q.3 Answer the following

- 1) Define research methodology and its features?
- 2) Define research & discuss various stages in research process?
- 3) What is data collecting and methods of data collection?
- 4) Describe the hypothesis and its various types?
- 5) Explain the probability and non-probability?

- 6) Define the formulation and role of hypothesis?
- 7) Explain types of research report and steps involved in research report?
- 8) Describe the contents of research report and significance of research?
- 9) Define the formulation and role of hypothesis?
- 10) Explain data collection and measure for central tendency?

Q.4 Answer the following

- 1) Discuss various steps in formulating research?
- 2) Discuss various types of sampling design?
- 3) Explain research design & need of research design?
- 4) Define research and explain the significance of research design?
- 5) Explain the secondary data & limitation of secondary data?
- 6) Explain the data collection & its type?
- 7) Define sampling and non-sampling error?
- 8) Define data collection and method of data collection?
- 9) Explain report writing and bibliography?
- 10) State and explain different steps in data processing?

Q.5 Answer the following

- 1) Explain research and Types of Research Report?
- 2) Define Format of a Research Report: Title to Bibliography?
- 3) Explain Meaning and significance of a Research Report?
- 4) Define role and types of hypothesis?
- 5) Explain null and alternative hypothesis?
- 6) Describe Type I and type ii errors?
- 7) Define Correlation and Regression Analysis?
- 8) Explain Sampling: Census and sample survey-criterion of good sample, choice of sample?
- 9) Define Characteristics of good Sampling Design, Different types of Sampling Design?
- 10) Describe Research Design, need and types of Research Design?

Q.6 Answer the following

- 1) Explain meaning of Hypothesis and its formula?
- 2) Define t test, z test?

- 3) Explain Level of significance, Critical region?
- 4) Explain Null and Alternative Hypothesis?
- 5) Define sampling and non-sampling errors?
- 6) Define choice of sample, probability and non-probability sampling methods?
- 7) Explain Sampling: Census and sample survey-criterion of good sample?
- 8) Define collection of Secondary Data; Data Analysis: Measure for Central Tendency?
- 9) Explain Necessity of defined problem, Research Design?
- 10) Define Steps of Sampling design, Characteristics of good Sampling Design?

Q.7 Answer the following

- 1) Define Format of a Research Report?
- 2) Explain Meaning and significance of a Research Report?
- 3) Define Types of Research Report: Technical, Popular, Interim?
- 4) Explain Level of significance, Critical region?
- 5) Define Type I and type ii errors?
- 6) Explain Role of Hypothesis, Types of Hypothesis?
- 7) Explain probability and non-probability sampling methods of data collection?
- 8) Explain Research Design & Sampling Design?
- 9) Define Steps of Sampling design, Characteristics of good Sampling Design?
- 10) Explain meaning of research and its process?

**PAH Solapur University Solapur.
M.Sc. Entrepreneurship**

Subject – Computer Application in Management

Sem-IV

Q.2. Answer the following. -

16 (4X4)

1. Introduction of Evolution of Computers
2. Characteristics of Computer system.
3. Concept of Computer Memory
4. Explain of Data Representation
5. Functions of OS
6. Evolution of Operating Systems
7. Explain of Batch Processing
8. Define of internet
9. Define Microsoft
10. Explain Functions in Excel
11. Define Multiprocessing
12. Explain Characteristics of computer
13. Define AVERAGE
14. Explain MEAN
15. Introduction of MEDIAN,
16. Meaning of AVEDEV
17. Define CORREL
18. Define Model development with Excel
19. Explain Investment appraisal with Excel
20. Explain Goal seek

Q.3. Answer the following.

(10+6 OR 8+8)

1. Characteristics & Classification of computers
2. Explain Generations of computers
3. Define Computer Architecture
4. Explain in Components of Computer Systems
5. Explain in Computer Memory
6. Introduction Data Representation
7. Define Functions of OS
8. Explain Classification of computers
9. Define Serial Processing
10. Explain Functions in Excel

Q.4. Answer the following.

(10+6 OR 8+8)

1. Describe Features of spreadsheet
2. Explain in detail Features of MS Excel
3. Describe the Functions in Excel
4. Explain in detail search engines
5. Describe Types of search engines
6. Describe the digital signature certificates
7. Explain in security risks in e-commerce
8. Explain in detail security tools and risk management
9. Describe the e-governance
10. Explain in detail Security issues in E-commerce

Q.5. Answer the following.

(10+6 OR 8+8)

1. Describe the Introduction of electronic records
2. Explain in security tools and risk management in Internet
3. Describe the IT Act 2000
4. Explain the digital signature certificates
5. Explain in detail certifying authorities,
6. Describe the penalties & Spreadsheet
7. Explain Email, Telnet
8. Describe the News groups
9. Explain search engines, portals, Business applications of the Internet.
10. Describe the Form design with Access of MS Office

Q.6. Answer the following.

(10+6 OR 8+8)

1. Describe Introduction to Computer Systems
2. Explain in Characteristics, Classification of computer
3. Describe Computer Memory; Data Representation
4. Describe the Evolution of Operating Systems
5. Explain the various Operating System Techniques
6. Describe the Types of Operating System
7. Explain the Batch Processing
8. Explain in Features of MS Excel.
9. Describe the Functions of OS
10. Explain Model development with Excel

Q.7. Answer the following.

(10+6 OR 8+8)

- 1.Explain the Evolution of Operating Systems: Serial Processing, Batch Processing
- 2.Describe of Operating System Techniques Multitasking, Multithreading, Multiprocessing
- 3.Describe the Evolution of Computers, Characteristics, Classification Generations of computer
- 4.Describe the DOS (Disk Operating System), UNIX Operating System, Linux
- 5.Describe the Microsoft Windows NT
- 6.Explain the various Statistical functions
- 7.Define the detail Features of MS Excel; Functions in Excel
- 8.Explain the Break-even analysis
- 9.Explain the pivot table and scenario management for decision-making.
- 10.Describe the MS Access

PAH Solapur University Solapur.
M.Sc. Entrepreneurship

Subject – Marketing Management

Sem-IV

Q.2. Answer the following. -

16 (4X4)

1. Introduction of Marketing Management
2. Techniques of Marketing Management.
3. Concept of marketing management
4. Explain of Products Value
5. Meaning of Demand Management
6. Define Company Orientation
7. Explain of Marketers
8. Define Cost
9. Define Satisfaction
10. Explain New Product Development
11. Define Test Marketing
12. Explain Techniques of product
13. Define Sales Management
14. Explain Advertising and Branding
15. Introduction of Promotion
16. Techniques and Problems of marketing
17. Define Sales Analysis
18. Define Sales Promotional Techniques
19. Explain Tendering
20. Explain Warranty vs. Guarantee

Q.3. Answer the following.

(10+6 OR 8+8)

1. Introduction, Concept, Needs of marketing management.
2. Wants and Demands of marketing
3. Products, Value, Cost and Satisfaction of products
4. Exchange, Relationships and Network of marketing
5. Define Techniques and Problems of marketing
6. Introduction of Product
7. Define Promotion
8. Explain Purpose of Organization
9. Define Problems in Sales
10. Explain Choice of Media

Q.4. Answer the following.

(10+6 OR 8+8)

1. Describe Relationships and Network
2. Explain in detail Positioning, Re-positioning
3. Describe the Product Life Cycle
4. Explain in detail Product Pricing
5. Describe Types of Organizational Structures
6. Describe the Territory Management
7. Explain in detail Sales Analysis
8. Explain in detail Warranty vs. Guarantee
9. Describe the effectiveness of advertising
10. Explain in detail Different situations of competition

Q.5. Answer the following.

(10+6 OR 8+8)

1. Describe the Introduction, Nature, Factors of product pricing
2. Explain in Factors affecting pricing decisions in product pricing
3. Describe the Selecting price level in product pricing
4. Explain the Introduction, Choice of Distribution Channel
5. Explain in detail Sales Promotional Techniques.
6. Describe the Network Marketing
7. Explain Re-positioning in product
8. Describe the Effectiveness of advertising
9. Explain types of Labelling
10. Describe the Purpose of Organization

Q.6. Answer the following.

(10+6 OR 8+8)

1. Describe Sales Management and Promotion
2. Explain in detailed Sales Analysis
3. Describe Sales Promotional Techniques
4. Describe the Marketing Research
5. Explain the Method of marketing research
6. Describe the Advertising and Branding
7. Explain the Concepts of benefits & Packaging
8. Explain in detailed Sales Promotional Techniques.
9. Describe the Marketing management Techniques and Problems
10. Explain Factors affecting pricing decisions and Methods of pricing strategy

Q.7. Answer the following.

(10+6 OR 8+8)

- 1.Explain the Selecting price level in today's competitive scenario
- 2.Describe of Tendering the product
- 3.Types of Marketing Management
- 4.Describe the Techniques and Problems of marketing management
- 5.Describe the Choice of Distribution Channel in sales management
- 6.Explain Introduction of media & Choice of Media
- 7.Define the detail Concepts and benefits of sales management
- 8.Explain the Introduction of product & New Product Development
- 9.Explain the Advertisement &Measuring effectiveness of advertising
- 10.Describe the Demand Management&Company Orientation, Tools