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Set P

M.Sc. (Semester - III) (New) (CBCS) Examination: March/April-2024
ENTREPRENEURSHIP
Project Support System (MSC28307)

Day & Date: Wednesday, 15-05-2024
 Time: 11:00 AM To 02:00 PM

Max. Marks: 80

Instructions: 1) Q. Nos. 1 and 2 are compulsory.
 2) Attempt any three questions from Q. No. 3 to Q. No. 7
 3) Figure to right indicate full marks.

Q.1 A) Choose the correct alternative. 10

- 1) What is the first step in project planning?
 - a) Determine the budget
 - b) Determine project constraints
 - c) Inspect the deliverables
 - d) Establish the objectives and scope
- 2) A project is anything which is _____.
 - a) Not implicitly expressed
 - b) Not a physical objective
 - c) Implicitly expressed
 - d) Social acceptability
- 3) Process framework activities are populated with _____.
 - a) Milestones
 - b) QA Points
 - c) Work Products
 - d) All of the above
- 4) Which of the following is not an effective software project management focus?
 - a) People
 - b) Popularity
 - c) Product
 - d) Process
- 5) NABARD stands for:
 - a) National Bank for Agriculture and Research Development
 - b) National Bank for Analysis of Rural Development
 - c) National Bank for Agriculture and Rural Development
 - d) None of The Above
- 6) NABARD' came into existence on:
 - a) 8th July, 1982
 - b) 19th July, 1982
 - c) 12th July, 1982
 - d) None of The Above
- 7) When was SIDBI established?
 - a) 12 July, 1982
 - b) 2nd April, 1990
 - c) 9th July, 1988
 - d) 1st January, 1982
- 8) What is the primary goal of management consulting?
 - a) Maximizing profits for the consulting firm
 - b) Providing expert advice to improve client organizations' performance
 - c) Advocating for industry-specific regulations
 - d) Promoting competition among consulting firms

- 9) Management consultants offer specialized knowledge and expertise in various areas, such as:
 - a) Technology implementation and process improvement
 - b) Personal finance and tax preparation
 - c) Fine arts and creative writing
 - d) Retail sales and customer service
- 10) What is the role of management consultants in organizational change management?
 - a) Discouraging any changes to maintain stability
 - b) Providing guidance and support to navigate through changes successfully
 - c) Ignoring the impact of change on employees
 - d) Leaving change management entirely to the organization's internal team

B) Answer in one sentence.**06**

- 1) Define Project.
- 2) Define Market.
- 3) Define Finance.
- 4) Define Management.
- 5) Define Selection.
- 6) Define Training.

Q.2 Answer the following.**16**

- a) Describe Awareness of training.
- b) Define Process of designing.
- c) Describe Function of World Bank.
- d) Define Role of Small Industry Extension Training Institute.

Q.3 Answer the following.**16**

- a) Describe Function of NABARD.
- b) Describe Process of Selection machinery and equipment.

Q.4 Answer the following.**16**

- a) Define SIDBI.
- b) Describe Marketing intelligence.

Q.5 Answer the following.**16**

- a) Define CSIR and ITCOT.
- b) Describe Marketing plan - Marketing process.

Q.6 Answer the following.**16**

- a) Define STC and MMTC.
- b) Describe Role of international financial agencies.

Q.7 Answer the following.**16**

- a) Explain Nature and types of projects supporting facilities.
- b) Explain motivation training and management training.

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Set P**M.Sc. (Semester - IV) (New) (CBCS) Examination: March/April-2024****ENTREPRENEURSHIP****Project Planning and Execution (MSC28401)**

Day & Date: Thursday, 09-05-2024
Time: 03:00 PM To 06:00 PM

Max. Marks: 80

- Instructions:** 1) Attempt five questions.
2) Question No.1 and 2 are compulsory.
3) Attempt any three from Q. No. 3 to Q. No. 7.

Q.1 A) Choose correct alternatives.**10**

- 1) _____ is the process of leading the work of a team to achieve all project goals within the given constraints.
 - a) Project Management
 - b) Peace Management
 - c) Process Management
 - d) Practical Management
- 2) A project schedule is created during the _____ phase.
 - a) Execution
 - b) Planning
 - c) Action
 - d) None of the above
- 3) Project _____ is the process of putting a project plan into action to produce the deliverables, otherwise known as the products or services, for clients or stakeholders.
 - a) Planning
 - b) Development
 - c) Implementation
 - d) Process
- 4) _____ is the type of project review.
 - a) Evaluation Review
 - b) Gate Review
 - c) Audit Review
 - d) All of the above
- 5) A project plan and a work plan are the _____ thing.
 - a) Same
 - b) Different
 - c) Dependent
 - d) None of the above
- 6) Project _____ are what you plan to achieve by the end of your project.
 - a) Planning
 - b) Decision
 - c) Objectives
 - d) Action
- 7) Cash flow projection is an _____.
 - a) Estimate
 - b) Actual Figures
 - c) Audited Statements
 - d) Accounted Statements
- 8) A project diary is a _____ record of significant activities.
 - a) Written
 - b) Oral
 - c) either written or oral
 - d) both written and oral

- 9) A project _____ is a structured review process of a project's performance, progress, and outcome against pre-defined objectives, goals, and criteria.
 - a) Estimate
 - b) Plan
 - c) Audit
 - d) Structure
- 10) _____ is the performance indicator of the project management.
 - a) Financial Review
 - b) Technical Review
 - c) Marketing Review
 - d) All of the above

B) State True or False.

06

- 1) Economic review is the performance indicator of the project management.
- 2) Smooth conduct of project is not the objective of project.
- 3) Project planning is short term goal.
- 4) Auditors role in project planning is not important.
- 5) Project cost monitoring is done by workers in a factory.
- 6) Pre-requisites are required for successful project implementation.

Q.2 Answer the following.

16

- a) Area of Planning
b) Value Engineering
c) Project Diary
d) Marketing Review

Q.3 Answer the following.

- Explain nature and scope of project management.
- Explain project cost mongering

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Q.4 Answer the following.

- Write a brief note of project process manual.
- Write a brief note on scope of project audit.

08

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Q.5 Answer the following.

- a) Discuss auditors role in project review.
- b) Discuss pre-requisites for successful implementation.

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Q.6 Answer the following.

- a)** Give a brief note on project scheduling.
- b)** Give a brief note on functions of planning.

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Q.7 Answer the following.

- a) Discuss in brief project objectives and policies.
- b) Discuss in brief about project management involvement.

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M.Sc. (Semester - IV) (New) (CBCS) Examination: March/April-2024
ENTREPRENEURSHIP
Marketing Management (MSC28402)

Day & Date: Saturday, 11-05-2024
Time: 03:00 PM To 06:00 PM

Max. Marks: 80

- Instructions:** 1) Q. Nos. 1 and. 2 are compulsory.
2) Attempt any three questions from Q. No. 3 to Q. No. 7
3) Figure to right indicate full marks.

Q.1 A) Multiple choice questions.

10

- 1) _____ are the basic human requirements.
 - a) Needs
 - b) Wants
 - c) Luxuries
 - d) Offerings
- 2) Need become _____ when they are directed to specific objects that might satisfy the need.
 - a) Necessity
 - b) Demand
 - c) Needs
 - d) All of the above
- 3) New Product Development starts with _____.
 - a) Idea Screening
 - b) Concept Testing
 - c) Idea generation
 - d) Test Marketing
- 4) _____ stage of the product life cycle is marked by falling costs and rising revenues.
 - a) Introduction stage
 - b) Growth stage
 - c) Maturity stage
 - d) Saturation stage
- 5) The choice of distribution channel depends on _____.
 - a) type of product
 - b) target market
 - c) cost of the channel
 - d) All of the above
- 6) A brand is a _____.
 - a) Name
 - b) Term
 - c) Sign
 - d) Combination of all of these
- 7) _____ of organization is divided and classified on the basis of the functions performed.
 - a) Functional type
 - b) Product Type
 - c) Consumer Specialization Type
 - d) Area Type
- 8) _____ assure a customer a purchased product will meet certain requirements within a given time period.
 - a) Brand
 - b) Warranty
 - c) Guarantee
 - d) Trade mark
- 9) The mark-up pricing is a _____.
 - a) cost based pricing
 - b) demand based pricing
 - c) competition oriented pricing
 - d) None of above

- 10) Ideas for new products can come from _____.
a) Customers b) Competitors
c) Channel members d) All of these

B) Answer in one sentence.

06

- 1) Define demand.
- 2) Define customer satisfaction.
- 3) Define product positioning.
- 4) Define sales organisation.
- 5) Define advertising media.
- 6) What is market research?

Q.2 Answer the following.

16

- Marketing Mix.
- Product Life Cycle.
- Demand Management.
- Differentiate between warranty and guarantee.

Q.3 Answer the following.

16

- a) Explain marketing research methods.
- b) Explain methods of pricing strategies.

Q.4 Answer the following.

16

- Explain problems in marketing of industrial goods.
- Explain factors affecting pricing decisions.

Q.5 Answer the following.

16

- Explain stages in new product development.
- Explain purpose of sales organization.

Q.6 Answer the following.

16

- Explain factors affecting in choice of distribution channel.
- Explain benefits of branding.

Q.7 Answer the following.

16

- a) Ways of measuring effectiveness of advertising.
- b) Explain types of sales organization.

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M.Sc. (Semester - IV) (New) (CBCS) Examination: March/April-2024**ENTREPRENEURSHIP****Research Methodology (MSC28403)**

Day & Date: Tuesday, 14-05-2024

Max. Marks: 80

Time: 03:00 PM To 06:00 PM

- Instructions:** 1) Q. Nos. 1 and 2 are compulsory.
 2) Attempt any Three questions from Q.No.3 to Q.No.7.
 3) Figures to the right indicate full marks.

Q.1 A) Choose the correct alternatives from the options.**10**

- 1) The method by which a sample is chosen.
 - a) Unit
 - b) design
 - c) Random
 - d) Census
- 2) Research conducted in class room atmosphere is called _____.
 - a) Field study
 - b) Survey
 - c) Laboratory Research
 - d) Empirical Research
- 3) Research method is a part of _____.
 - a) Problem
 - b) Experiment
 - c) Research Techniques
 - d) Research methodology
- 4) Which of the following is an example of primary data?
 - a) Book
 - b) Journal
 - c) News Paper
 - d) Census Report
- 5) A question which requires a solution is _____.
 - a) Observation
 - b) Problem
 - c) Data
 - d) Experiment
- 6) A Hypothesis which develops while planning the research is _____.
 - a) Null Hypothesis
 - b) Working Hypothesis
 - c) Relational Hypothesis
 - d) Descriptive Hypothesis
- 7) To test null hypothesis, a researcher uses:
 - a) X test
 - b) T test
 - c) ANOVA
 - d) factorial analysis
- 8) Which measure of central tendency includes the magnitude of scores?
 - a) Mean
 - b) Mode
 - c) Median
 - d) Range
- 9) Bibliography given in a research report:
 - a) has no relevance to research
 - b) shows vast knowledge of the researcher
 - c) helps those interested in further research
 - d) all the above

- 10) Which thing we need to do in writing report _____.
a) Record the survey not carry out
b) Record deleted data
c) Record the object
d) Record nonrelated data

B) Write true or false.**06**

- 1) Mean is a measure of central tendency.
- 2) ANOVA is a statistical test that compares the means of different groups.
- 3) Alternative hypothesis states no significant difference between a hypothesized value and its value estimated from a sample.
- 4) Census data, tax records and health records are examples of primary data.
- 5) A research article is a journal article that reports on original research that contributes to its field.
- 6) Biased sampling is a sampling method that uses random selection to choose a sample from a population.

Q.2 Answer the following.**16**

- a) Explain Measures for Central Tendency.
- b) Discuss Types of Research Design.
- c) What is a Primary data? Explain it with an example.
- d) What is a Research Report? Explain its significance?

Q.3 Answer the following.

- a) Discuss Sampling Design with an example.
- b) Discuss in detail Measures for Dispersion.

08**08****Q.4 Answer the following.**

- a) Give a detailed account on Types of Research Report
- b) Explain the role of ANOVA in research and Discuss the procedure involved.

10**06****Q.5 Answer the following.**

- a) Discuss in detail about Sampling: steps and characteristics.
- b) Write a note on Bibliography.

10**06****Q.6 Answer the following.**

- a) What is Hypothesis Testing? Write a note on Null and Alternative Hypothesis.
- b) Give an account on Different types of Sampling Design.

08**08****Q.7 Answer the following.**

- a) Explain in detail about t test.
- b) Explain Correlation and Regression Analysis.

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Set **P**

M.Sc. (Semester - IV) (New) (CBCS) Examination: March/April-2024
ENTREPRENEURSHIP

Computer Application in Management (MSC28408)

Day & Date: Thursday, 16-05-2024
 Time: 03:00 PM To 06:00 PM

Max. Marks: 80

- Instructions:** 1) Q. Nos. 1 and. 2 are compulsory.
 2) Attempt any three questions from Q. No. 3 to Q. No. 7
 3) Figure to right indicate full marks.

Q.1 A) Choose correct alternative. (MCQ) 10

- 1) Which of the following describes e-commerce?
 - a) Doing business electronically
 - b) Doing business
 - c) Sale of goods
 - d) All of the above
- 2) An operating system manages _____.
 - a) Memory
 - b) Processor
 - c) Disk and I/O device
 - d) All of above
- 3) What is MS Excel _____.
 - a) Spreadsheet
 - b) Database Management
 - c) Presentation
 - d) Workbook
- 4) Information Technology Act was passed in the year _____.
 - a) 1999
 - b) 2000
 - c) 2008
 - d) 2012
- 5) WWW Means _____.
 - a) World Wide WAN
 - b) World Wide Web
 - c) World WAN Web
 - d) World WAN WAN
- 6) In Digital signature the key pair used is called _____.
 - a) Public-personal
 - b) Private-personal
 - c) Personal-private
 - d) Public-private
- 7) Which is an example of first-generation computer?
 - a) EDVAC
 - b) EDSAC
 - c) ENIAC
 - d) UNIVAC
- 8) What is the extension of a Microsoft Excel file?
 - a) .msxcl
 - b) .xcl
 - c) .xlsx
 - d) .xlsm
- 9) What is internet?
 - a) Single network
 - b) A vast collection of different networks
 - c) Interconnection of local area networks
 - d) None of the mentioned
- 10) Who is the father of computer?
 - a) Charles Newman
 - b) Charles Babbage
 - c) Henry Babbage
 - d) Henry luce

- B) Write True or False.** **06**
- 1) ULSI stands for Ultra Large-Scale Integration.
 - 2) When a formula is copied into another cell, the relative references in the formula keep their relative positions.
 - 3) Rows and Columns can be inserted by selecting the Cells command from the Insert menu.
 - 4) In computer, MICR stands for Magnetic ink character reader.
 - 5) Three schedules are there in IT Act 2000.
 - 6) Computer memory is used for storing information.
- Q.2 Answer the following.** **16**
- a) Explain Characteristics of Computer system.
 - b) Explain Functions of OS.
 - c) What is Multitasking and Multithreading?
 - d) Explain features of MS Access.
- Q.3 Answer the following.**
- a) What is Computer Memory? Explain types of memory in detail. **10**
 - b) Explain Statistical functions in Excel with example. **06**
- Q.4 Answer the following.**
- a) Explain Business applications of Excel. **06**
 - b) What is operating system? Explain the types of operating system. **10**
- Q.5 Answer the following.**
- a) Explain Report design in MS Access. **06**
 - b) Explain any 3 types of Generations of computers. **10**
- Q.6 Answer the following.**
- a) Explain Classification of computers. **08**
 - b) Explain Features of the Internet. **08**
- Q.7 Answer the following.**
- a) State the difference between- **08**
 - 1) DOS and Windows
 - 2) RAM and ROM
 - b) Explain the IT Act 2000 in detail. **08**