

R13

Code No: 100DX

JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY HYDERABAD

B. Tech III Year II Semester Examinations, May - 2017

PRINCIPLES OF ENTREPRENEURSHIP

(Civil Engineering)

Time: 3 hours

Max. Marks: 75

**Note:** This question paper contains two parts A and B.

Part A is compulsory which carries 25 marks. Answer all questions in Part A. Part B consists of 5 Units. Answer any one full question from each unit. Each question carries 10 marks and may have a, b, c as sub questions.

**PART - A**

(25 Marks)

- 1.a) Define Entrepreneur. [2]
- b) Write any five differences between an entrepreneur and a manager. [3]
- c) Write about the concept of Record keeping. [2]
- d) What is the role of learning teams? [3]
- e) Explain the role of Industrial Development Corporation. [2]
- f) What is the role of SSIDCs in industrial development? [3]
- g) Define Market Segmentation. [2]
- h) Define Production technique and state about different production techniques. [3]
- i) Explain about the employer's liability for compensation. [2]
- j) Mention some methods for calculating wages. [3]

**PART - B**

(50 Marks)

- 2.a) Define 'new idea' and state about the different sources of new ideas.
- b) State Launching formalities of a Business plan. [5+5]

**OR**

- 3.a) Define Entrepreneurship. Compare Entrepreneur vs Manager.
- b) Discuss about different creative problem solving techniques for a start up venture. [5+5]

- 4.a) Explain the Record Keeping process in a new venture.
- b) Define E-Commerce and state its role in digital India. [5+5]

**OR**

- 5.a) Discuss the issues of marketing and sales promotion in respect of new venture.
- b) Write short notes on Entrepreneurship development in India. [5+5]

- 6.a) Briefly discuss about Small Scale Industries Development the various Corporations (SSIDCs).
- b) Explain schemes and functions of Directorate of Industries. [5+5]

**OR**

- 7.a) Discuss briefly about Small Industries Service Institute (SISI).
- b) Discuss briefly about Small Industries Development Bank of India (SIDBI). [5+5]

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- 8.a) Briefly discuss about Selection of Production Techniques.  
b) Explain briefly about Plant Designing the Work place.

[5+5]

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9.a) Discuss briefly about channels of Distribution.  
b) Write short notes on product pricing.

[5+5]

- 10.a) Discuss about the evolution of Labour Legislation in India.  
b) Write short notes on salient Provisions of Welfare issues under Indian Factories Act.

[5+5]

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11.a) Discuss Workmen's Compensation Act.  
b) What are the salient features Industrial Disputes Act?

[5+5]

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