

S.No. 223

BATCH: 2006-2015

END OF SEMESTER EXAMINATIONS, APRIL / MAY -2018
ENTREPRENEURSHIP AND BEHAVIOURAL MANAGEMENT
SUBJECT CODE: 08UABM17

MAJOR: BBA
 TIME : 3 HOURS

19

SEMESTER: V
 MAX.MARKS: 75

SECTION - A (10 X 1 = 10)

Answer ALL Questions:

1. What do you understand by the term Entrepreneur?
2. Write a short note on Fabian Entrepreneur.
3. What is a Network?
4. Define the term Project.
5. What are non-financial incentives?
6. What is meant by Locus of Control?
7. Define Group.
8. What is Stroking?
9. Who is a Laissez Faire Leader?
10. What do you mean by Counselling?

SECTION - B (5 X 4 = 20)

Answer any FIVE Questions:

11. Mention the characteristics of an Entrepreneur.
12. State the Qualities of a successful Entrepreneur.
13. List out the contents of a Project Report.
14. Explain the important determinants of Personality.
15. How are decision actually made in Organisations?
16. State the various types of Counselling.
17. Discuss the important strategies for resolving conflicts.
18. How can the attitudes of a person be changed?

SECTION - C (3 X 15 = 45)

Answer any THREE Questions:

19. Explain the various phases involved in EDP.
20. Describe the various sources of business identification opportunity.
21. Discuss the Marlow's Hierarchy of Needs.
22. State the important components of transactional analysis.
23. Discuss the different kinds of Leadership
