

**CMR ENGINEERING COLLEGE: : HYDERABAD**  
**UGC AUTONOMOUS**

**IV-B.TECH-I-Semester End Examinations (Regular) - December- 2025**  
**PRINCIPLES OF ENTREPRENEURSHIP**  
**(CSM)**

**[Time: 3 Hours]**

**[Max. Marks: 60]**

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

Part A is compulsory which carries 10 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**

**(10 Marks)**

1. a)	Who is an Entrepreneur?	[1M]
b)	Give two examples of idea generation methods.	[1M]
c)	Define record keeping in entrepreneurship.	[1M]
d)	What is internet advertising?	[1M]
e)	Mention any two services provided by DIC.	[1M]
f)	Expand the term SSIDC and mention its purpose.	[1M]
g)	What is meant by production management?	[1M]
h)	Define product pricing.	[1M]
i)	What is meant by Labour Legislation?	[1M]
j)	Explain what is meant by industrial dispute.	[1M]

**PART-B**

**(50 Marks)**

2.	Distinguish between an Entrepreneur and a Manager.	[10M]
<b>OR</b>		
3.	Discuss various methods for generating and screening new business ideas.	[10M]
4.	Critically evaluate the advantages and disadvantages of e-commerce for new ventures.	[10M]
<b>OR</b>		
5.	Discuss the importance of recruitment, motivation, and leadership in team management.	[10M]
6.	Explain the functions and importance of District Industries Centre's (DICs).	[10M]
<b>OR</b>		
7.	Evaluate the contribution of SIDBI in financing small and medium enterprises (SMEs).	[10M]
8.	Discuss the importance of designing the workplace for improved productivity.	[10M]
<b>OR</b>		
9.	Evaluate the role of marketing functions and market research in successful business operations.	[10M]
10.	Analyze the role of the Industrial Disputes Act in maintaining industrial harmony in India.	[10M]
<b>OR</b>		
11.	Explain how the Employees' State Insurance Act protects employees against health-related risks.	[10M]

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