



C09-AEI-602/C09-EC-602/

C09-EE-602

**3715**

**BOARD DIPLOMA EXAMINATION, (C-09)  
MARCH/APRIL—2018  
DAEI—SIXTH SEMESTER EXAMINATION  
INDUSTRIAL MANAGEMENT AND  
ENTREPRENEURSHIP**

*Time : 3 hours]*

*[ Total Marks : 80*

---

**PART—A**

3×10=30

**Instructions :** (1) Answer **all** questions.  
(2) Each question carries **three** marks.  
(3) Answers should be brief and straight to the point and shall not exceed *five* simple sentences.

1. State the different types of Motivation theories.
2. Name the different types of selection tests.
3. Differentiate between Management and Administration in three aspects.
4. State the functions of dispatching.
5. What is meant by Economic Ordering quantity.
6. state the use of Market Survey.
7. State the main principles of quality Assurance.
8. State the main constituents of ISO 9000 series of standards for quality systems.

9. state any three expectations of Entrepreneur.
10. State any three advantages of fixed plant layout.

**PART—B**

10×5=50

**Instructions :** (1) Answer *any five* questions.  
(2) Each question carries **ten** marks.  
(3) Answers should be comprehensive and the criterion for valuation is the content but not the length of the answer.

11. State the explain the functions of Management.
12. Explain Line & Staff organization with the aid of neat sketch.
13. Explain the importance of production, planning and control.
14. (a) Differentiate between sellers and buyers market  
(b) State the functions of sales department.
15. Explain purchasing procedure of Materials in an industry.
16. What is an ISO certification. State the benefits of ISO certification.
17. Describe the details of self-employment schemes in India.
18. Describe the profile of Entrepreneur.

\* \* \*