

09/06/2025 TE IT SEM-V C-SCHEME EEB QP CODE: 10087591

TIME: 03 HOURS

MAX MARKS:80

- N.B.
1. Question No 1 is compulsory.
 2. Solve any **three** questions out of remaining five questions.
 3. Assume suitable data if necessary.
 4. Figures to right indicate marks.

Q. 1. Solve **any four** out of five.

(4*5=20)

- a. Explain the types of startups?
- b. Which are the methods to initiate new venture?
- c. Discuss human resource management.
- d. Describe the benefits of digital technology adaption?
- e. Write the benefits of ERP implementation.

Q. 2.

a) Discuss characteristics of successful Entrepreneur with the help of example? (10)

b) Explain the criteria of evaluating new venture proposals. (10)

Q. 3.

a) Discuss in detail Entrepreneurial motivation. (10)

b) Explain business plan and its element in detail. (10)

Q. 4.

a) Write short notes of following (10)

- i) Promoters and shareholders
- ii) Customer Analysis

b) Explain in detail the following information systems, ESS, DSS, MIS, TPS. (10)

Q. 5.

a) Prepare the business plan for starting the skill development training institute. (10)

b) Discuss characteristics of supply chain management. (10)

Q. 6.

a) Explain in detail type of Ecommerce. (10)

b) Discuss functional areas of CRM (10)