

BACHELOR OF TECHNOLOGY (C.B.C.S.) (2020 COURSE)
B.Tech.Sem - IV MECHANICAL :SUMMER- 2022
SUBJECT : ITC-II: ENTREPRENEURSHIP DEVELOPMENT SKILLS

Day : Wednesday
Date : 22-06-2022

S-24499-2022

Time : 10:00 AM-01:00 PM
Max. Marks : 60

N.B.

- 1) All questions are **COMPULSORY**.
 - 2) Figures to the **RIGHT** indicate **FULL** marks.
 - 3) Assume suitable data **WHEREVER** necessary.
 - 4) Draw neat diagram **WHEREVER** necessary.
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Q.1 Explain KASH Triangle and its importance for a positive mental attitude. (10)

OR

Q.1 What type of behaviour is needed to become a successful professional? Elaborate the need of suitable behaviour for professional at work place. (10)

Q.2 What traits are required for a leader at work place? Illustrate them in light of any leader to whom you admire. (10)

OR

Q.2 What is positive re-enforcement? Why is it required for successful leader? (10)

Q.3 What life lessons are highlighted in the book 'RICH DAD & POOR DAD ' explain with suitable examples. (10)

OR

Q.3 Write a book review of 'Leader Without Title' with its advantages in particular. (10)

Q.4 What is meant by beliefs? How are they going to form in one's personality? Provide suitable examples. (10)

OR

Q.4 Elaborate in details about qualities which you would like to acquire from a life of M. S. Dhoni and Mary Kom. (10)

Q.5 What different traits entrepreneurs require for successful ventures? Explain with suitable example. (10)

OR

Q.5 'Risk gives high returns' is universally acknowledged statement. Comment your view points. (10)

Q.6 Illustrate what are different ways and means to enhance sale with integrity? (10)

OR

Q.6 Explain the term upselling and cross selling. Elaborate different advantages of upselling and cross selling. (10)
