

ISLAMIC UNIVERSITY OF TECHNOLOGY (IUT)
ORGANISATION OF ISLAMIC COOPERATION (OIC)

DEPARTMENT OF MECHANICAL AND PRODUCTION ENGINEERING

Mid-Semester Examination

Summer Semester, A. Y. 2022-2023

Course No. IPE 4843

Time: 1½ Hours

Course Title: Entrepreneurship Development and International Negotiation Full Marks: 75

There are 3 (Three) questions. Answer all of them. The symbols have their usual meanings. Marks of each question and corresponding CO and PO are written in the right column. Assume reasonable values if required.

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| 1. a. | Suppose you have just graduated from IUT. Explain entrepreneurship from your perspective as a recent graduate and elaborate any two characteristics that you should nurture to become a successful entrepreneur. | [8]
CO1,
PO1,
K1 |
| b. | As a CEO of a cables factory, pick any one important principle from Fayol's principles of Management that you could apply. Also describe how you could guide a newly joined engineer as per situational leadership theory. | [15]
CO1,
PO1,
K1 |
| c. | According to Dunbar Number, describe your preference on the organization size as an entrepreneur. | [2]
CO1,
PO1,
K1 |
| 2. | Suppose you are planning to develop a start up after your graduation. In this regard, briefly describe any one idea generation method and another creative problem-solving method that you would like to utilize. In your answer, mention the advantages for your chosen methods. | [25]
CO2,
PO2,
K2 |
| 3. | When you are going to venture for a fire extinguisher manufacturing start up, describe the steps required to do the market research. Also elaborate the pricing strategy that you are going to use based on the market research. | [25]
CO3,
PO3,
K7,
P6 |

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