

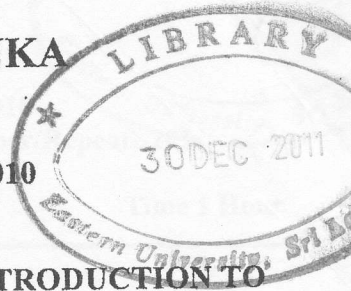
# EASTERN UNIVERSITY, SRI LANKA

## FACULTY OF SCIENCE

First Semester Examination in Science 2009/2010

(August/September-2011) (Re-repeat)

### CC 108 MANAGEMENT AND ENTREPRENEURSHIP & INTRODUCTION TO CAREER GUIDANCE



**Answer all questions**

**Time: One Hour**

1. Define the term Management, Efficiency, Effectiveness and Productivity. (10 Marks)
2. What do you mean by a strategy? (10 Marks)
3. State the importance of Strategic Planning? (10 Marks)
4. There are four general skills necessary for becoming a successful manager. Explain any two general skills with examples? (10 Marks)
5. There are six elements of organizational structure. Explain any three elements with examples. (10 Marks)
6. In your own view, which selection devices will work best with various kinds of jobs? Provide three supporting reasons. (10 Marks)
7. Describe the five stages of team development clearly. (10 Marks)
8. Explain the Maslow's hierarchy of needs theory. (10 Marks)
9. Explain three communication barriers. Provide example for each barrier. (10 Marks)
10. Explain three ways to develop effective negotiation skills. (10 Marks)



Eastern University, Sri Lanka  
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Second Examination (First Semester) in Science 2009/2010

CC 108 Entrepreneurship and Introduction to Career Guidance (Proper/Repeat)-2011

Answer all questions

Time 1 Hour

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- Q1. Define your objective or goal. (10 Marks)
- Q2. Based on your career objective or goal (stated in Q1), Are you an entrepreneur or a job seeker? Explain. (10 Marks)
- Q3. In order to achieve your career objective or goal, what are the special skills, abilities and personal qualities you have? List out them. (10 Marks)
- Q4. How would you prepare yourself for the career while you are involved with university studies to become as an employable graduate or entrepreneur at the end of your graduation? (10 Marks)
- Q5. Why your attitude is so important in achieving your career objective or goal? (10 Marks)
- Q6. In what ways can the career that you have chosen would affect your life? Explain. (10 Marks)
- Q7. List out the characteristics of a 'SMART Career'. (10 Marks)
- Q8. Briefly indicate the key aspects of Holland's Career Typology Theory. (10 Marks)
- Q9. Why is it important to learn or understand about yourself before choosing a career of career field? (10 Marks)
- Q10. What are the five basic categories of services of the career guidance? (10 Marks)