

**MAHARASHTRA AGRICULTURAL UNIVERSITIES EXAMINATION BOARD**  
**SEMESTER END THEORY EXAMINATION**

**B.Sc. (Hons.) Agri-Business Management**

Semester : I (New)	[ICAR - Sixth Deans' Committee Syllabus]	Acad. Year : 2025-26
Course No. : ABM-111	Title : Introduction to Agribusiness Management	
Credit Hrs. : 2(2+0)		Total Marks : 50
Day, Date : Monday, 02.02.20226	Time : 10:00 to 12:30 hrs.	

Note: Draw neat diagram wherever necessary

<b>SECTION 'A' : Questions with Descriptive Long Answers (Any 5)</b>		<b>Marks</b>
Q.1	What has been the impact of privatization and globalization on Agribusiness sector in India?	6
Q.2	Write the scope and importance of Agribusiness.	6
Q.3	What are the various Agribusiness input and output services? How do they influence agricultural production?	6
Q.4	Explain Agricultural Credit and Agricultural Foreign Trade.	6
Q.5	a) What are the functions of Farmer Producer's Organizations (FPOs)?	3
	b) Explain Financial and Risk Management.	3
Q.6	a) Enlist and explain different types of Contract farming.	3
	b) Enlist and explain levels of management.	1.5
	c) Explain the principles of Directing.	1.5
Q.7	a) Explain the importance of Controlling.	3
	b) i) Describe the process of selection of staff.	1.5
	ii) Write short note on Genetically Modified Food.	1.5
<b>SECTION 'B' : Questions with Descriptive Short Answers (Any 5)</b>		
Q.8	Enlist and explain the role of Agriculture in the Indian Economy (Any Two).	2
Q.9	Explain two characteristics of Organizing.	2
Q.10	Enlist and explain any four fundamental principles of Management.	2
Q.11	Explain in brief the Organic Farming.	2
Q.12	What is Cropping pattern?	2
Q.13	Write the importance of Planning.	2

(P.T.O.)

**SECTION 'C' : Objective-type Compulsory Questions**

Q.14 Define the following terms:

5

- 1) Contract
- 2) Planning
- 3) Market analysis
- 4) Agri-business management
- 5) Liberalization

Q.15 a) Match the pairs:

2.5

**'A'**

**'B'**

- |                      |                                      |
|----------------------|--------------------------------------|
| 1) Input sector      | a) Distribution and sale of products |
| 2) Production sector | b) Value addition to raw produce     |
| 3) Processing sector | c) Online marketing of produce       |
| 4) Marketing sector  | d) Farming operations                |
| 5) e-NAM             | e) Seeds, Fertilizer industry        |

b) Fill in the blanks:

2.5

- 1) The process of estimating future financial requirements of a business, is called \_\_\_\_\_ planning.
- 2) Rules and Regulations that businesses must follow, are collectively, known as \_\_\_\_\_ considerations.
- 3) The structure that defines authority, responsibility and relationships among employees, is called \_\_\_\_\_ structure.
- 4) One of the characteristics of planning is that, it is a \_\_\_\_\_ process, not a onetime activity.
- 5) The role of a Manager that includes distribution of information, is known as \_\_\_\_\_ role.

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