

**THE PROCESS OF MANAGEMENT**

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Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

1. Discuss the nature and scope of management.
2. 'Management is an inter-disciplinary one'-Discuss.
3. What are the stages involved in management process? Explain.
4. Describe the techniques of planning.
5. State and explain the merits and drawbacks of decentralisation.
6. Analyse the sources of recruitment stating their relative merits and drawbacks.
7. Critically examine Maslow's need Hierarchy theory of motivation.
8. How would you achieve effective communication?

9. Discuss the importance of control for management of a business firm.
  10. Explain the scope of management education and research.
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FOUNDATIONS OF MANAGEMENT

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Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

1. What are attitudes? Explain how attitudes are formed.
2. Explain the causes and effects of group conflict.
3. Discuss the role of demand and supply factors in market mechanism.
4. What is Balance sheet? What are its content? Explain it uses.
5. Define cost accounting? Explain its various related concepts with an illustration.
6. What is business cycle? Explain the stages involved in it. Point out its implications and business.
7. State and explain performance budgeting and its related issues.

8. Summarize the various decision techniques of operations research.
  9. How is statistics helpful in business decision making? Explain.
  10. What are the advantages and limitations of computers?
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**FUNCTIONAL MANAGEMENT**

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Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

1. Who is production manager? What are his functions? Explain.
2. Define consumer behaviour. What are the factors influencing consumer behaviour?
3. Write an essay on management of sales force. State the pitfalls.
4. What is production planning? Explain the steps involved in it.
5. What is inventory management? Outline the broad objectives of inventory management.
6. State and explain the techniques of performance appraisal.
7. Assess the role of Government in bringing smooth industrial relations.

8. Explain sources of short term and long term financing.
  9. 'Budget is an effective tool of control'. Discuss.
  10. What are the managerial applications of MIS?
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