

**THE PROCESS OF MANAGEMENT**

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Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Discuss briefly the nature and scope of management.
2. Explain the different stages of management process.
3. Explain the steps in planning.
4. Describe the important principles of organising.
5. List out briefly the advantages of decentralisation.
6. How would you determine the training needs in an organisation?
7. "Leaders are not born but made" Comment .
8. Explain the principles of effective communication.

9. What are the essentials of effective control system?
10. Elucidate the role of cultural diversities and management style.

FOUNDATIONS OF MANAGEMENT

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Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Discuss the various factors that influence the formation of attitudes.
2. Discuss the various types of interpersonal conflicts.
3. What are the reasons for changes in supply?
4. Explain the rules for preparation of profit and loss account.
5. What do you understand by marginal costing? Discuss its usefulness.
6. Discuss the determination of National income.

7. What are the essentials of an effective budgetary control system?
  8. Explain the process of decision techniques in OR.
  9. Discuss the various techniques associated for management decision making.
  10. In what ways computer is related in an organisation?
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FUNCTIONAL MANAGEMENT

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Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Enumerate the functions of the production manager.
2. Explain the different stages of product life cycle.
3. Narrate the functions of physical distribution.
4. What is inventory management? What are the issues involved in managing the inventory?
5. Explain the requisites of a good management information system in marketing.
6. Discuss the steps involved in management control system.
7. Describe the various types of training available for marketing personnel's.
8. Explain the tools and techniques of marketing control.

9. What is cost control? Describe the techniques adopted by marketers to control cost.
  10. Enumerate the various sources of long term and short term finance available in the field of marketing.
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