

THE PROCESS OF MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

1. Who is manager? Discuss in detail the role played by a manager of business organisation.
2. Explain the various perspectives of management.
3. Define planning. Discuss the various techniques of planning.
4. What is delegation? How do you make delegation effective?
5. What is selection? Explain in detail the steps involved in selection of an employee of a business organisation.
6. Narrate the present status of leadership in Indian setting.
7. Critically examine Maslow's need Hierarchy theory of motivation.

8. Define organisational communication. Explain the problems involved in it.
 9. What is control? Explain the requisites of effective control.
 10. Define management education. Explain its scope.
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FOUNDATIONS OF MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

1. What is personality development? Discuss the factors determining personality.
2. Define team development. How is team developed?
3. What is elasticity of demand? Discuss its significance.
4. Define financial accounting. Bring out its fundamental principles.
5. Construct break even chart. Discuss its managerial applications.
6. Assess the role of fiscal policy in economic development. Point out its instruments.
7. What is ZBB? Discuss the procedure involved in its preparation. Point out its utility.

8. Define linear programming. Explain its applications in management of business organisation.
 9. "Statistics is a tool of decision making" – Comment.
 10. What are the advantages and disadvantages of computer?
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FUNCTIONAL MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

1. What is production system? Explain the various types of production system with an illustration.
2. Define product life cycle. Explain the stages involved in PLC.
3. What are distribution channels? Discuss their significance in business development.
4. Define materials requirement planning. Discuss its importance.
5. Define inventory management. Explain the various techniques of inventory control.
6. What is job evaluation? Discuss in detail the techniques of job evaluation.

7. What are labour legislations? Narrate the objectives of labour legislations.
 8. Explain the sources of short term and long term financing.
 9. What is cost control? Explain the areas of cost control. State the techniques of cost control.
 10. Should modern management be MIS based? Justify.
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