

**Term End Examination – December, 2017**  
Program Title: Diploma in Management  
Course Title: Management Principles and Applications  
Course Code: DIM-02  
(Session 2016-17)

**Time – 3 hours**

**Full Marks – 100**

**Answer any four questions from Group –‘A’, any two questions from Group –‘B’ and any three questions from Group –‘C’.**

**Group ‘A’**  
(Answer any 4 questions within 100 words)

Q. No. 1

Mark: 5x4=20

- (a) Define organisation. What are its basic principles?
- (b) Define and explain ‘managerial roles’.
- (c) Explain the term ‘management’ in your own words.
- (d) Differentiate between leadership and management.
- (e) What is decision-making?
- (f) What do you mean by managerial motivation?
- (g) Mention the prerequisites of effective control system.

**Group ‘B’**  
(Answer any 2 questions within 250 words)

Q. No. 2

Mark: 10x2=20

- (a) Briefly describe the views on line and staff conflict in organisations.
- (b) Explain the importance of delegation of authority.
- (c) Discuss control as a feedback system.

**Group ‘C’**  
(Answer any 3 questions within 500 words)

Mark: 20x3=60

Q. No. 3 What do you mean planning? Describe the benefits and limitations of planning.

Q. No. 4 Explain the process of decision-making in organisations with the help of a model. What are its characteristics?

Q. No. 5 How does employee motivation boost the productivity in organisations?

Q. No. 6 “Centralisation is not necessarily bad nor is decentralisation necessarily good”. Discuss the statement.

Q. No. 7 Identify the different approaches to the study of leadership. “Leaders are managers, but all managers are not necessarily leaders”. Discuss.

Q. No. 8 Explain the various strategies adopted for controlling process.

---