

Term End Examination: June – 2018
Management Programme
Management Principles and Applications

MP-02
DIM-02

Time: 3 hours

Full Marks: 100

Read the instructions carefully before attempting questions from each group.

GROUP – A

Q.No. 1. Answer all questions selecting the right options. Each carries 1 Mark [1 X 10 = 10]

- i. Which is **NOT** a part of management
 - a) Management is a continuous process
 - b) It consists of many interrelated activities
 - c) Managers use only physical resources to achieve the goals
 - d) Management aims at efficiency and effectiveness

- ii. Who defines management as “*the art of getting things done through people*”?
 - a) Peter F. Drucker
 - b) Ralph C. Davis
 - c) Mary Parker Follet
 - d) Terry

- iii. Who decides corporate plan for the entire organisation
 - a) Top level management
 - b) Middle Level Management
 - c) Lower Level or Supervisory Level Management
 - d) None of the above

- iv. Which skill extend to visualizing the relation of the organization to industry, to the community and to the political, economic and social forces of the nation as a whole and even to forces which operate beyond the national boundaries.
 - a) Technical skills
 - b) Conceptual skills
 - c) Human skills
 - d) None of the above

- v. Differential rate system of piece work was proposed by
 - a) Fayol
 - b) Gulick
 - c) Taylor
 - d) Mayo

- vi. Receiving order from one superior is called
 - a) Unity of Command
 - b) Unity of Direction
 - c) Decentralization
 - d) Unity of the class

- vii. Which Scholl of management believes that Management must learn to develop co-operative attitudes and not rely merely on command.
 - a) Behavioural
 - b) System
 - c) Human Relation
 - d) Bureaucratic

viii. _____ is a selection of a course of action from among alternatives

- a) staffing
- b) directing
- c) Delegating
- d) decision making

ix. When the power is given to take decision with responsibility and accountability to the persons performing jobs, it is called

- a) Centralization
- b) Decentralization
- c) Departmentalization
- d) Decision making

x. According to Herzberg, Growth is a

- a) Hygiene factor
- b) personality factor
- c) Motivator
- d) non-factor

GROUP – B

Q.No. 2. Answer any 4 questions each within 50 words. Each carries 5 marks [5 X 4 = 20]

- a) What do mean by management?
- b) What is conceptual skill?
- c) What is decentralization?
- d) Explain MBO.
- e) What is organizing?
- f) What is grapevine in communication?

GROUP – C

Q.No.3. Answer any 4 questions each within 200 words. Each carries 10 Marks [10 X 4 = 40]

- a) Discuss the nature and scope of management.
- b) Describe the 6 P's of planning.
- c) Explain the concept of delegation. Distinguish between authority and responsibility.
- d) Discuss the hygiene factors and motivation factors of motivation as described by Herzberg.
- e) Explain ERG theory of motivation.
- f) Explain the five main leadership positions depicted in management grid.

GROUP – D

Q.No.4. Answer any 2 questions each within 250 words. Each carries 15 Marks. [15 X 2 = 30]

- a) Discuss Henry Mintzberg's classification of different roles performed by managers in business organizations.
- b) Elaborate Fayol's principles of management.
- c) Critically analyse Malow's theory of motivation.
- d) Explain the communication process and its importance in organizations.