GROUP A – ATTEMPT ALL (1*5)

1. What is MBO?
2. What do you understand by BEP? Why is it important?
3. Who is the father of Scientific Management? What is the key aspect of Scientific Management?
4. What are key five functions of management?
5. Who is credited for Hawthorne Studies? What was the study about?

GROUP B – ATTEMPT ANY TWO. (QUESTION NUMBER 1 IS COMPULSARY) (7.5*2)

1. Rabi thinks he is a very smart guy because he is running and leading an organization of 100 plus software engineers. The only short coming he has is he is always driven by his intuitions. He makes different plans for his organization and tries executing and evaluating them from his gut feeling. He is beginning to realize that he needs be more organized and make use of various tools and techniques so as to better ‘manage’ the growing organization. What are the various quantitative tools available? How would you help Rabi understand each one of them and convince him that through use of these tools he can enhance the efficiency and effectiveness of planning?

2. You are almost on the verge of realizing your dream, dream of setting up a new company. To make things simple you have enough money to get started. Now, all you have to worry about is coming up with a particular approach you will have to take which will best suit the type of company you are about to set up. What are the various approaches you have at your disposal and which approach would you take? And why?

3. Why is planning important for any business? What is a fundamental difference between Strategic Planning and Operational Planning? What can be done to ensure that planning is more effective? What are some of the obstacles that might come in the way during implementation in spite of you coming with a ‘perfect’ plan?

GROUP C – ATTEMPT ANY FOUR. (2.5*4)

1. What is Corporate Social Responsibility? Briefly discuss. Also explain arguments for and against CSR?
2. What is MBO? Explain briefly.
3. Why is planning so important? What are various methods of planning?
4. What is the key difference between Administrative Theory of Management and Bureaucracy Theory of Management?
5. Organizations do not exist in void rather it constantly interacts with its environment. List down four forces of external environment and write down the components of any one of the four forces of environment?
6. What physiological needs are as described by Maslow’s Hierarchy of Needs?
7. Briefly discuss any five key principles of management.