

[Total No. of Questions - 9] [Total No. of Printed Pages - 2]
(2123)

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B. Tech 5th Semester Examination

Principles of Management

AS-5001

Time : 3 Hours

Max. Marks : 100

The candidates shall limit their answers precisely within the answer-book (40 pages) issued to them and no supplementary/continuation sheet will be issued.

Note : Attempt five questions in all, select one question from each sections A, B, C and D. Section E is compulsory.

SECTION - A

1. All managers carry out managerial functions, however the required managerial skills differ in the organizational hierarchy. Comment. **(20)**
2. Discuss the characteristics and limitations of decision theory approach and management science approach to management analysis. **(20)**

SECTION - B

3. Discuss the relationship of objectives and organizational hierarchy. Which approach is better top down or bottom-up and why? **(20)**
4. What do you mean by centralization and decentralization of authority? In what ways is decentralization of authority helpful in management? **(20)**

SECTION - C

5. Discuss the merits and demerits of the performance appraisal based on result expected and realized? **(20)**

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6. "The manager's job is not to manipulate people but, to recognize what motivates people". Comment. (20)

SECTION - D

7. "The purpose of control is to make plans succeed, in doing so, control must reflect plans, and planning must precede control". Critically comment on the statement. (20)
8. Elaborate on the statement "Good result will never occur automatically from having a budget". (20)

SECTION - E

9. (i) What is systems approach?
(ii) What is productivity?
(iii) What is principle of span of management?
(iv) What is difference between policy and procedure?
(v) Define managerial function "Staffing"?
(vi) What is forecasting?
(vii) Explain the term delegation?
(viii) Define responsibility accounting?
(ix) What is event in PERT?
(x) What is two way communication? (2×10=20)