



COMSATS University Islamabad
Sahiwal Campus
(Department of Bio Sciences)

Course Title:	Introduction to Management	Course Code:	MGT101	Credit Hours:	3(3,0)
Course Instructor:	Suhail Afzal Qureshi	Programme Name:	BS(BI) & BS(FSN)		
Semester:	Fall 22	Batch:	SP21	Section:	FSN & BSBI
				Date:	18-11-2021
Time Allowed:	Ninety Minutes	Maximum Marks:			25
Student's Name:		Reg. No.	CUI/		/SWL

Important Instructions / Guidelines:

*Read the question paper carefully and answer the questions according to their statements.
Mobile phones are not allowed. Calculators must not have any data/equations etc. in their memory.*

Midterm Examinations Fall-2022

Q # 1.

Define Management and explain the core objectives of management along with appropriate examples.

Marks 3

Q # 2.

- A. Why management is important for an individual's life?
B. Highlight the importance and Universality of Management for all type of organizations along with appropriate graphical explanation.

Marks 5

Q # 3

Name the essential functions of Management and which questions are usually addressed/answered in each function?

Marks 4

Q # 4

With reference to yours Project, answer following questions:

- A. Introduce your product with special emphasis on the importance of your project.
B. Draw diagram of Internal and External Environment of your project.
C. Narrate Mission Statement and derive minimum two goals from the mission statement.
D. Share SWOT analysis of your project and justify the selection of first two factors in each area i.e., Strengths, Weaknesses, Opportunities and Threats.

Marks 13 (2, 3, 3, 5)

The End



COMSATS University Islamabad
Sahiwal Campus
(Department of Computer Sciences)

Course Title:	Introduction to Management	Course Code:	MGT101	Credit Hours:	3(3,0)
Course Instructor:	Suhail Afzal Qureshi	Programme Name:	BS(SE)		
Semester:	Fall 21	Batch:	FA19	Section:	A & B
Time Allowed:	Two hours 25 minutes	Date:	12-01-2022	Maximum Marks:	38
Student's Name:	[Signature]		Reg. No.	CUI/PMA-BSE-[Signature]	
Important Instructions / Guidelines: Read the question paper carefully and answer the questions according to their statements. Mobile phones are not allowed. Calculators must not have any data/equations etc. in their memory.					

Terminal Examination FA21 Part I (VI)

Question # 2

Describe the importance of management while discussing the universal need of management

Marks 5

Question # 3

Define terms efficiency and effectiveness and discuss the difference between efficiency and effectiveness and include a specific example to support each concept.

Marks 4

Question # 4

In a short discuss why manager keep main focus on the job satisfaction of employees while understanding the individual behavior in an organization.

Marks 5

Question # 5

Clarify the concept of non-verbal communication make diagram of the ways of non-verbal communication and provide 1-2 liner intro of any two ways.

Marks 4

APPLIED QUESTION

Question # 6

A) Briefly introduce your project.

B) Explain the questions faced and work done and actions taken to address each question while performing each function of management in your project.

Marks 20