

**NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, GREATER NOIDA**

**(An Autonomous Institute)**

**Affiliated to Dr. A.P. J. Abdul Kalam Technical University, Uttar Pradesh, Lucknow**

**Course: B. Tech**

**Branch: CSBS**

**Semester: V**

**Sessional Examination: Second**

**Subject Name: Fundamentals of Management**

**Year- (2022 - 2023)**

**Time: 1.15 Hours**

**Max. Marks: 30**

**General Instructions:**

- This Question paper consists of 2 pages & 5 questions. It comprises three Sections -A, B, & C. You are expected to answer them as directed.
- Section A -Q.No- 1 is of one 1 mark each & Q. No- 2 carries 2 mark each.
- Section B -Q. No- 3 carries 5 marks each.
- Section C -Q.No-4 & 5 carries 6 marks each. Attempt any one part a or b

**SECTION – A**

**[08Marks]**

**1. All questions are compulsory-**

**(4×1=4)**

- a. An organization's mission, values, and vision are included in which planning- **(1) CO2**
  - a) Operational planning
  - b) Strategic planning
  - c) Tactical planning
  - d) None
- b. Controlling function finds out how far \_\_\_\_\_ **(1) CO2**  
deviates from standards.
  - (a) Actual performance
  - (b) Improvement
  - (c) Corrective actions
  - (d) Cost
- c. Which among the following is the highest level need under Need Hierarchy Theory of Motivation? **(1) CO3**
  - a) Physiological Need
  - b) Safety and Security Needs
  - c) Social Needs
  - d) Self Actualization Needs

d. Who propounded the operant conditioning theory of Learning?

(1) CO3

a) Ivan Pavlov

b) B.F Skinner

c) Abraham Maslow

d) None of these

2. All questions are compulsory-

a. Define Motivation.

(2×2=4)

b. Define Planning.

(2) CO3

(2) CO2

### SECTION – B

3. Answer any two of the following-

[10Marks]

a. Discuss the determinants of Personality.

(2×5=10)

b. Explain the errors of Perception.

(5) CO3

c. Enumerate the differences between Internal and External sources of recruitment.

(5) CO3

(5) CO2

### SECTION – C

4. Answer any one of the following-

[12Marks]

a. Discuss the classical conditioning theory of Learning.

(1×6=6)

b. Discuss the steps of Planning.

(6) CO3

(6) CO2

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5. Answer any one of the following-

a. Discuss the Need Hierarchy theory of motivation.

(1×6=6)

b. Discuss the internal and external methods of recruitment.

(6) CO3

(6) CO2