

Question Bank

UNIT -1

1. What is Management? How is it different from Administration?
2. Discuss the nature and functions of management in brief.
3. Discuss in detail Fayol's Principles of Management with examples
4. Management is all pervasive. Comment
5. Management is Science or Art? Discuss
6. Management is continuous process. Comment
7. What are the concepts of management?
8. What is the importance of management?
9. Planning is the basic function of management. Explain.
10. Planning does not the guarantee success. Explain. or What are the limitations of Planning?
11. Give the process of planning or What are the steps of Planning
12. What is Planning? What are the types of planning?
13. Explain importance of planning.
14. Planning reduces overlapping and wasteful activities. Explain.
15. How does planning establish standards for controlling? Explain.
16. Is planning a mental exercise? Comment
17. How does planning promote innovative ideas?
18. Is Planning necessary for effective Management? Comment

UNIT -2

1. Define Motivation and discuss its nature
2. What is the process of motivation and what are its key elements?
3. What is the role of motivation?
4. Discuss the theories of motivation.
5. Discuss Maslow's need Hierarchy theory
6. What are the problems in Maslow's need Hierarchy theory. Write a critical appraisal of the same
7. Discuss the Herzberg's Motivation theory and compare it with Maslow's theory
8. Write a critical appraisal of Herzberg's theory
9. What is Communication and why is it important?
10. Discuss the phases of communication process and its process.
11. What are the different channels of communication? Explain using examples
12. Explain verbal and non-verbal communication on the basis of richness content of information

13. What are the different communication networks? Discuss with the help of block diagrams and examples.
14. What is meant by formal and informal communication in an organization?
15. Are informal communications healthy for an organization? Comment
16. What are the different types of informal communication in an organization?
17. What are the different barriers of communication?

UNIT-3

1. What is Financial Management and what are the aspects of financial management?
2. What are the different methods of Procurement of funds?
3. Differentiate between Venture Capital and Angel Investors
4. What are the scope and function of financial management?
5. What are the objectives of Financial management?
6. What are the functions of Financial management?
7. What is the importance of Financial management?
8. What are the activities covered under accounting?
9. What are the primary objectives of accounting
10. Define and list the advantages of using
 - a. Accounting Equations
 - b. Journal
 - c. Ledger
 - d. Cash book
 - e. Trial Balance
 - f. Profit and Loss A/c
 - g. Trading Account
 - h. Balance Sheet
 - i. Balance Sheet with adjustments
11. Explain
 - a. GAAP
 - b. Bills of Exchange
 - c. Expenditure/Income
 - d. Current and Fixed Assets
 - e. Tangible and Intangible Assets
 - f. Current Liabilities and Long term Liabilities
 - g. Capital and Drawings
 - h. Debtors and Creditors
 - i. Purchases and Sales
12. What are the Principles and assumptions of Accounting? Discuss the principles in brief.
13. Discuss Accounting cycle.

Practical questions on

1. Accounting Equations
2. Journal
3. Ledger
4. Cash book
5. Trial Balance
6. Profit and Loss A/c
7. Trading Account
8. Balance Sheet
9. Balance Sheet with adjustments

UNIT-4

1. What is HRM and what are its features?
2. What are the scope and objectives of HRM?
3. Discuss the managerial and operative functions of HRM
4. What is HR planning and why do we need it?
5. Discuss the HR planning process with the help of block diagram
6. Discuss the forecasting techniques used in HR planning
7. What are the tools and techniques used in HR Planning
8. Define selection. What are the steps or process of selection?
9. Describe in brief the tools of selection
10. What are the different types of tests conducted during selection process?
11. What are the different types of interviews? What are the advantaged/ disadvantages of using unstructured interviews?
12. What is Training? What are the benefits of training?
13. Discuss the principles of learning
14. Discuss the process of training with the help of block diagram
15. What are the different learning styles available?
16. What are the different types of Training?
17. What are the impediments to effective training?
18. What are the factors that affect individual behavior of employee?
19. Discuss the importance of Employees relation in an organization
20. Define
 - a. Coaching
 - b. Counselling
21. Discuss how formal and informal feedback to employees help in better organizational performance
22. What is Job satisfaction and what are different theories of Job satisfaction?
23. What are the determinants of job satisfaction?
24. Discuss how Job satisfaction affects Job performance with the help of block diagram

UNIT-5

1. What is Marketing? What are the core concepts of marketing?
2. Explain
 - a. Product item
 - b. Product Line
 - c. Product Mix
3. What is service? How is it classified?
4. What is Marketing management? What are the concepts of marketing management?
5. What are the goals and importance of marketing management?
6. What is Marketing Mix? What role do they play in marketing?
7. Explain the distribution process of Marketing
8. What are the various stages in consumer decision making process
9. What are the functions of Marketing?
10. How is marketing related to other departments of an organization?
11. What is Marketing Research and what is its role in marketing?
12. Discuss the marketing research process in brief
13. What is the nature of marketing research?
14. What is production management and the aspects of PM
15. Discuss the classification of production system with advantages and disadvantages of each system
16. What are the objectives and scope of Production management?
17. What is production planning and what are the factors that affect production planning?
18. What are the different levels of production planning?
19. Discuss the functions of Production planning in detail
20. Discuss the functions of Production Control in detail
21. What are the different types of schedules prepared during production planning?
22. What is Production control and what are its objectives?
23. What are the benefits or importance and limitations of Production control in an organization?
24. What are the phases of production planning and control?
25. What are the scope of Production Planning and control?
26. Discuss the organization of Production Planning and control

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