

8/12

University of Sargodha

BS 2nd Term Examination 2015

Subject: Information Technology

Paper: Principles of Management (MNG-2212)

Time Allowed: 2:30 Hours

Maximum Marks: 80

Objective Part (Compulsory)

1. Write short answers of the following.

(2*16)

1. Define Efficacy and efficiency
2. Define conceptual Skills?
3. Define Communication skills?
4. Define Organization Culture?
5. Define external environment?
6. What is environmental complexity?
7. Define organizational Stakeholders with examples?
8. What is the directive style of decision making?
9. What is intuition?
10. Define short term and long term plans?
11. What is the Analytical style of decision making?
12. Define Organizational design?
13. What are the strategic Plans?
14. Define Chain of command, Authority and Responsibility?
15. What is traditional goal setting?
16. What are Physiological needs?

Subjective Part (4*12)

Note: Attempt four out of six questions

2. Describe the management Functions in detail?
3. Define Organization? Differentiate between New and Traditional Organization?
4. Name management Theories? Describe Any Three management theories?
5. Discuss Maslows Hierarchy Of need Theory In detail?
6. What are the decisions making styles discuss in detail?
7. Define the external environment? Discuss the components of external environment?

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Note: Objective part is compulsory. Attempt any three questions from Subjective Part.

Objective Part

(2*16)

Q.1. Define the following terms/ give examples where needed.

- i. Efficiency and effectiveness
- ii. Organizational environment
- iii. Risk and uncertainty
- iv. Omnipotent view
- v. Programmed and non-programmed decisions
- vi. Human resource planning
- vii. Organizational structure
- viii. Organizational design
- ix. Leadership
- x. Downsizing
- xi. Job design
- xii. Recruitment and selection
- xiii. Decision making
- xiv. Motivation
- xv. Conflict
- xvi. Chain of command

Subjective Part (3*16)

- Q.2.** Contrast the actions of managers according to omnipotent and symbolic views, also discuss the characteristics of strong and weak culture.
- Q.3.** Describe in detail, the eight steps in decision making process.
- Q.4.** Describe how managers can effectively plan in today's dynamic environment, also describe the contingency factors in planning.
- Q.5.** Describe the nature and functions of communication and discuss the different methods of communicating interpersonally.
- Q.6.** Define organizational performance, and describe the three steps in control process.