

**MAULANA ABUL KALAM AZAD UNIVERSITY OF TECHNOLOGY, WEST BENGAL**

Paper Code : HS-HU701 Principles of Management

Time Allotted : 3 Hours

Full Marks :70

*The Figures in the margin indicate full marks.**Candidate are required to give their answers in their own words as far as practicable***Group-A (Very Short Answer Type Question)**

1. Answer any ten of the following :

[1 × 10 = 10]

- (i) Who developed the motivation theory which classifies needs in hierarchical order?
- (ii) What are the skills required for effective leadership?
- (iii) What is decision making?
- (iv) What is a null hypothesis?
- (v) What is Brand image?
- (vi) What is another name of long term planning?
- (vii) Learning organizations are adaptive to what type of environment?
- (viii) What is the first step of recruitment?
- (ix) Grapevine means what?
- (x) What are the key traits of leadership?
- (xi) What is the behavioral feature of the Principles of Management?
- (xii) What is the primary benefit of MBO?

Group-B (Short Answer Type Question)*Answer any three of the following*

[5 × 3 = 15]

2. Short notes: [5]
 - ✓ Steps of MBO
- ✓ 3. What are the internal and external sources of recruitment? [5]
4. Briefly explain Matrix structure of an organization. [5]
5. An oil engine manufacturer purchases lubricants at the rate of Rs. 42 per piece from a vendor. The requirements of these lubricants are 1800 per year. What should be the ordering quantity per order, if the cost per placement of an order is Rs.16 and inventory carrying charges per rupee per year is 20 paise? [5]
6. What are the ten critical decision areas in operations management? [5]

Group-C (Long Answer Type Question)*Answer any three of the following*

[15 × 3 = 45]

7. (a) List out the levels and functions of management. [5]
(b) Explain the contribution of F.W. Taylor and Henri Fayol to management in detail [10]
8. (a) Define Mission, Vision, objective & Goal [5]
(b) Explain the different types of plans and strategies according to the levels of management [10]
9. (a) What do you mean by formal and informal organization. [5]
(b) Discuss the various organization structure. [6]
(c) Interpret the concept of strategic and operational planning. [4]
- ✓ 10. 5S and 3 Mu of Kaizen - discuss [5+3]
Explain Six Sigma and DMAIC [3+4]
11. (a) Great team effectiveness leads to organizational effectiveness-discuss [7]
(b) Discrimination Issues Leading to Conflict - elucidate with examples [8]

*** END OF PAPER ***