

(Use separate answer script for Part: A and Part: B)
(All parts of a question must be answered consecutively)

Part: A

(Answer any three questions)

1. (a) Define management and industrial management.
(b) What is the operating environment of management in textile sector?
(c) Mention the roles of a manager.
2. After graduation, you might be appointed as a production officer in a textile mill where you may lead a group of 50 workers in day shift. You as a new officer must want to be successful. To be successful-
(a) Indicate your position in the levels of management & describe the layers.
(b) What principles you should follow?
(c) What roles you will play & skills you must have? [6+6+5.5=17.5]
3. (a) State staffing & HR as a function of management.
(b) Describe manpower planning process.
(c) Explain the functions of HR department of a textile mill. [4+5+8.5=17.5]
4. (a) What is business? State the different forms of business.
(b) Illustrate the features of Business.
(c) What do you mean by opportunity cost? Write the fundamental problems of economics. [4+5+8.5=17.5]
5. (a) What is feasibility study? Explain the components of a feasibility study.
(b) Describe project management process.
(c) Shortly describe the project scheduling and control techniques. [4+5+8.5=17.5]
6. (a) Mention the name of various pricing.
(b) What do you mean by marketing strategy? Classify it.
(c) Define promotion and explain tools of promotion.
(d) Explain Porters Five Forces Model. [4+4+5+4.5=17.5]
7. (a) Define Economics. Differentiate micro-economics from macro-economics.
(b) What is utility? Describe the law of marginal utility.
(c) Define demand & supply. State their laws. [4+5+8.5=17.5]
8. (a) Illustrate stages of life cycle of a product.
(b) Describe new product development process.
(c) What is meant by quality management? Describe PERT & CPM. [4+5+8.5=17.5]

[6+6+5.5=17.5]

BANGLADESH UNIVERSITY OF TEXTILES

B.Sc. in Textile engineering

Level-3 Term-I, Final Examination-2014

Subject: Industrial Management (Code: TM-303)

Time: 3.00 Hrs.

Full Marks-105

(All the parts of a question must be answered consecutively)

Part-A

(Answer any three questions)

1. (a) Describe the steps in a successful planning.
(b) Elucidate the core tasks of a leader working in a textile mill.
(c) Explain the law of Maslow and relate it with the motivation of textile sector employees for higher productivity.

[5+6+6.5=17.5]

2. (a) Describe the buyer decision process.
(b) What do you know about the continuous improvement programs in HRM?
(c) Discuss the four basic functions of Human Resource Management.

[6+5+6.5=17.5]

3. (a) State the rating methods in staffing.
(b) Point out the functions of facilitator in conflict resolution.
(c) Describe the modern techniques of controlling.

[5+6.5+6=17.5]

4. (a) Show the managerial levels. Classify managers by area.
(b) Differentiate between traditional and new organization.
(c) Explain Porter's five competitive forces.

[6+6+5.5=17.5]

Part-B

(Answer any three questions)

5. (a) State the five key economic assumptions.
(b) Why the demand curve slope down wards?
(c) What are the assumptions underlying law of demand?
(d) What are the reasons for change (increase or decrease) in demand?
(e) State the three economic questions.

[2.5+4+4+5+2=17.5]

6. (a) Show the difference between supply and stock.
(b) State the law of supply.
(c) Illustrate excess supply or surplus.
(d) Discuss the factors determining price elasticity of demand.
(e) Write short notes on Scarcity and Marginal Revenue.

[2+2+4+6+3.5=17.5]

7. (a) State factors affecting on pricing of textile products.
(b) What is branding? Illuminate the present status of branding RMG products.
(c) What should be our alternative thoughts to brand our RMG products?

[5+6+6.5=17.5]

8. (a) Define Business. What are the contributions of textile business to the national economy of Bangladesh?
(b) Define Project and Project Management.
(c) Discuss the steps in PERT.
(d) Describe the types of Price Elasticity.

[2+4+5+6.5=17.5]

BANGLADESH UNIVERSITY OF TEXTILES

B.Sc. in Textile Engineering
Level-3 Term-II, Final Examination-2014

Subject: Industrial Management (Code: TM 303)

Time: 3.00 Hrs.

Full Marks: 105

(Use separate answer script for part: A and Part: B)
(All parts of a question must be answered consecutively)

Part-A

(Answer any three questions)

1. (a) Why study industrial management?
(b) What are the differences between efficiency and effectiveness?
(c) Describe kinds of manager by level and area.
(d) Mention the rewards and challenges of being a manager in textile industry. [2+3+6+6.5=17.5]
2. (a) Write short note on conceptual and human skills.
(b) What do mean by organisation? Differentiate between traditional and new organisation.
(c) State Porter's five competitive forces.
(d) Discuss the changes impacting the manager's job. [3+4+5+5.5=17.5]
3. (a) Define motivation. State the early theories of motivation.
(b) State Herzberg's motivation-hygiene theory.
(c) Describe the Equity theory of motivation.
(d) Show the goal-setting theory in a diagram. [2+5+7+3.5=17.5]
4. (a) What do you understand by organization structure? Classify different types of organizational structure.
(b) How you will define the wage and wage plan? Write the difference between wage and salary.
(c) Distinguish between line organization and line & staff organization. [7+6+4.5=17.5]

Part-B

(Answer any three questions)

5. (a) Discuss the basic functions of HRM.
(b) What are the external influences on HRM?
(c) Show the structure of HR department.
(d) Write short note on careers in HR. [4+6+4+3.5=17.5]
6. After graduation, you might be appoint as a production officer in a textile mill where you may lead a group of 50 workers in day shift, you as a new officer must want to be successful. To be successful.
(a) What skill you should require most? Explain.
(b) How will you motivate the employers and workers? Which motivation theory you will follow?
(c) Indicate your position in the levels of management and describe the layers. [5+7.5+5=17.5]
7. (a) What is marketing? Show and describe the marketing process.
(b) Describe the marketing environment and marketing mix.
(c) Discuss the bases to market segmentation.
(d) What is brand? How you can develop a strong brand? [6+5.5+3+3+=17.5]
8. (a) What do understand by feasibility study? Write about different feasibility analysis of set-up a woven textile industry.
(b) What is capital budgeting technique? Discuss the project management through CPM/PERT.
(c) A project requires initial investment of Tk. 40,000 and generate cash inflows of Tk. 16,000, Tk. 14,000, Tk. 8,000 and Tk. 6,000 in the first, second, third, and fourth year respectively. Find out the payback period of this project. [7+7+3.5=17.5]

BANGLADESH UNIVERSITY OF TEXTILES

B. Sc. in Textile Engineering
Level-3 Term-I, Final Examination-2015

Subject: Industrial Management (Code: TM 303)

Time: 3.00 Hrs.

Full Marks: 105

(Use separate answer script for Part: A and Part: B)
(All parts of a question must be answered consecutively)

Part: A

(Answer any three questions)

1. (a) Define Management. Classify Managers by levels and areas.
(b) Discuss the changes impacting the Managers job.
(c) What are the rewards and challenges of being a manager in a textile composite factory?

[7+5+5.5=17.5]

2. (a) What do you understand by organization structure? Classify different types of organizational structure.
(b) What is meant by motivation? Describe the importance of motivation.
(c) Explain the Maslow's need hierarchy theory.

[7+5+5.5=17.5]

3. (a) State the ten basic managerial skills.
(b) Suppose you are the manager of a garments factory with seven years of working experience. Which skill will be mostly required to you?
(c) Define organization. Differentiate between traditional and dynamic (new) organization.
(d) In textile perspective is management science or arts?

[5+5+5+2.5=17.5]

4. (a) What is marketing? State the nature and scope of marketing.
(b) Briefly describe the marketing process.
(c) Differentiate between selling and marketing concept.
(d) Illustrate a simple Marketing system.

[6+6+3+2.5=17.5]

Part: B

(Answer any three questions)

5. (a) Briefly discuss the buyer decision process.
(b) What are the stages of adoption?
(c) Classify demand.
(d) Give the basic differences between efficiency and effectiveness in textile engineering perspective.

[6+2+6+3.5=17.5]

6. (a) What are the goals of HRM?
(b) Discuss the continuous improvement programs in HRM.
(c) Describe the basic HRM functions.

[5+7+5.5=17.5]

7. (a) Define the term production and productivity. What is 6'M in production management?
(b) Discuss the factors of production.
(c) Write the advantages and disadvantages of small scale industry.
(d) What is PERT and CPM?

[5+3+5.5+4=17.5]

8. (a) Define contract, agreement, offer and acceptance.
(b) What are health and hygiene issues in Bangladesh labor law-2006?
(c) What is trade union? What are the benefits of trade union?

[8+5+4.5=17.5]

BANGLADESH UNIVERSITY OF TEXTILES

B. Sc. in Textile Engineering
Level-3 Term-II, Final Examination-2015

Subject: Industrial Management (Code: TM 303)

Time: 3.00 Hrs.

Full Marks: 105

(Use separate answer script for Part: A and Part: B)
(All parts of a question must be answered consecutively)

Part: A

(Answer any three questions)

1. (a) "Management is getting things done through others"- Explain it critically.
(b) Discuss the fourteen principles of management mentioned by Henry Fayols.
(c) Show and explain the management cycle with an example.
(d) Discuss the types of manager and show the levels of management. [3.5+7+4+3=17.5]
2. (a) What is motivation? Describe the Maslow's theory of motivation.
(b) Describe the job description and job specification. Give an example of job description and job specification for knit dyeing manager.
(c) What is meant by HR planning? Describe the different external source of employee requirement. [7+4+6.5=17.5]
3. (a) Define effectiveness and efficiency with an example.
(b) Narrate the different Roles of manager.
(c) Discuss the different skills of manager.
(d) Contrast and compare the difference between traditional organizations and modern organizations. [4+4+4+5.5=17.5]
4. (a) "Marketing is the delivery of a standard of living to society"- critically examine.
(b) Explain the major variables for segmenting consumer markets.
(c) Narrate the requirements for Effective Segmentation into the market arena.
(d) Discuss the characteristics of affecting the consumer behavior. [3+6+4+4.5=17.5]

Part: B

(Answer any three questions)

5. (a) How would you define the capital? Discuss the problem of capital formation in Bangladesh.
(b) What is Demand? Show the demand curve and explain why it slopes downwards to the right.
(c) What is supply? Write the laws of supply. [6+6+5.5=17.5]
6. (a) What is production? Show a typical structure of a apparel production system.
(b) Discuss the economics of small scale and large scale production.
(c) What do you understand by feasibility study? Make a feasibility analysis for RMG industry in Bangladesh. [4+6+7.5=17.5]
7. (a) Justify the concept of industrial conflict.
(b) What are the main causes of industrial conflict?
(c) Discuss the manifestations of industrial conflict.
(d) Mention the Trade union role and Government Role in Conflict Resolution. [3+4+5.5+5=17.5]
8. (a) What is market targeting, differentiation and positioning?
(b) List down the essential elements of a valid contract.
(c) According to the Bangladesh Labor Law 2006- mention the norms of employees' health and hygiene, working hours and leave rules. [6+4+7.5=17.5]

(Use separate answer script for Part : A and Part: B)
(All parts of a question must be answered consecutively)

Part : A
(Answer any three questions)

1. (a) "Management is nothing but the coordination of different wings of the organization"- Explain it critically.
(b) Why sound management is needed for the sustainable development of textile industry of Bangladesh.
(c) Show and explain the management cycle with an example.
(d) Assume that you are the manager of MNc. What will be your functions and responsibility? [3.5+7+4+3=17.5]
2. (a) Define effectiveness and efficiency with an example.
(b) Discuss the skills needed at different management levels.
(c) "Organization is the harmonious adjustment of different parts or sub-division"- explain it critically.
(d) Show and discuss the different resources used by the organization. [4+4+4+5.5=17.5]
3. (a) Explain the concept of market segmentation with an example.
(b) Define the product positioning. Narrate an overall positioning strategy.
(c) Discuss the model of consumer behaviour.
(d) Elaborate the buyer decision process. [3+4+6+4.5=17.5]
4. (a) Write down the differences between product and service.
(b) Explain health & hygiene according to Bangladesh Labor Law 2006.
(c) Develop advertising strategy for a new consumer product. [3.5+6+8=17.5]

Part : B
(Answer any three questions)

5. (a) Write down the features of project.
(b) Discuss the importance of socialization and orientation of a new employee in an organization.
(c) An investment of \$200,000 is expected to generate the following cash inflows in six years: Year 1: \$70,000; Year 2: \$60,000; Year 3: \$55,000; Year 4: \$40,000; Year 5: \$30,000; Year 6: \$25,000. Required: Compute payback period of the investment. Should the investment be made if management wants to recover the initial investment in 3 years of less? [4.5+5+8=17.5]
6. (a) What is the difference between projects and operations?
(b) Categorize Task Dependencies in Project Management with diagram and example.
(c) Discuss the components of feasibility analysis for a new garment factory. [4.5+6+7=17.5]
7. (a) Define the Human Resource Management. Show & Discuss its process.
(b) What is law of demand? Prepare a demand curve from the demand schedule.
(c) Discuss the factors affecting individuals demand. 0.9
(d) Show the difference between CPM and PERT. [3+7+4+3.5=17.5]
8. (a) Classify and define the branches of economics.
(b) If Neil's elasticity of demand for hot dogs is constantly 0.9, and he buys 4 hot dogs when the price is \$1.50 per hot dog, how many will he buy when the price is \$1.00 per hot dog?
(c) Where demand and supply intersect? Explain this with example and graphical representation. [3.5+6+8=17.5]

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[3.5+6+8=17.5] 4

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BANGLADESH UNIVERSITY OF TEXTILES

B. Sc. in Textile Engineering
Level-3 Term-I, Final Examination-2017

Subject: Industrial Management (Code: TM 303)

Time: 3.0 Hrs.

Full Marks: 105

(Use separate answer script for Part: A and Part: B)
(All parts of a question must be answered consecutively)

Part: A (Answer any three questions)

1. (a) "Management is getting things done through others"-Explain it critically.
(b) Discuss the universal need for management.
(c) Show and explain the management cycle with an example.
(d) Who is an efficient manager? Discuss the functions of an efficient manager. [3.5+7+4+3=17.5]
2. (a) Justify the concept of industrial conflict.
(b) Write down the internal factors affecting pricing decision.
(c) Illustrate work measurement and wage plan operational research. [3.5+6+8=17.5]
3. (a) "Marketing is the delivery of standard of living"-Explain it?
(b) Explain the different types of demand rising in the market.
(c) Narrate the marketing process in business perspective with an example.
(d) Discuss the requirements for effective market segmentation. [3+6+4+4.5=17.5]
4. (a) Describe the Equity and goal setting theory of motivation with diagram.
(b) Show the difference between leader and manager.
(c) Discuss the managerial grid with an example.
(d) Narrate the different theories of leadership. [4+5+4+4.5=17.5]

Part : B (Answer any three questions)

5. (a) Give an example of SWOT Analysis of RMG Industry.
(b) Explain 5 basic phases of project Management.
(c) Invest \$ 2,000 now, receive 3 yearly payments of \$100 each, plus \$2,500 in the 3rd year. Use 6% interest rate. Calculate net present value. If you continue at 10% interest rate again, which NPV will look better and why is the NPV become bigger when the interest rate is lower? [3.5+6+8=17.5]
6. (a) Show the steps of employee selection process.
(b) List and describe Influences on Demand.
(c) What is career? Illustrate the Traditional Career Stages. [4.5+5+8=17.5]
7. (a) What do you mean by economics?
(b) What are the differences between micro and macro-economics?
Discuss the Classification of contract.
(d) Define consideration and discuss the classification of consideration. [2+4+6+5.5=17.5]
8. (a) List and define the determinants of elasticity of demand.
(b) Yesterday, the price of envelopes was \$3 a box, and Julie was willing to buy 10 boxes. Today, the price has gone up to \$3.75 a box, and Julie is now willing to buy 8 boxes. Is Julie's demand for envelopes elastic or inelastic? What is Julie's elasticity of demand?
(c) Discuss the factors affecting the consumer behavior. [3.5+6+8=17.5]

B. Sc. in Textile Engineering
Level-3 Term-II, Final Examination-2017

Subject: Industrial Management (Code: TEM 313)

Time: 3.0 Hrs.

Full Marks: 105

(Use separate answer script for Part: A and Part: B)
(All parts of a question must be answered consecutively)

Part : A
(Answer any three questions)

1. (a) How motivation helps to do the industrial management activities smoothly?
(b) Explain the psychology of labor/management reactions from different types of companies.
(c) Differentiate between the economics of small scale and large scale production. **[5.5+6+6=17.5]**
2. (a) Describe the Selection Process.
(b) Outline the traditional Career Stages.
~~(c)~~ Draw a performance appraisal form with example.
(d) Describe different types of fringe benefit. **[6+4+3+4.5=17.5]**
3. (a) Define the theory of utility of supply and demand.
(b) Discuss the skills needed at different management levels.
(c) "Organization is the harmonious adjustment of different parts or sub-division". Explain.
(d) Show and discuss the different resources used by the organization. **[4+4+4+5.5=17.5]**
4. (a) Define CSR. What are the differences among Industry, Commerce and Trade?
(b) Define GDP, GNP, NNP, NDP. Describe the factors of production.
(c) Write down the differences between microeconomics and macroeconomics.
(d) Write a short note on CPI, Exchange Rate, Inflation Rate. **[4+7+2+4.5=17.5]**

Part : B
(Answer any three questions)

5. (a) Among the five alternative marketing strategies how can you differentiate between selling and marketing concept to design your organization?
(b) Explain how a consumer classifies the products according to their characteristics before shopping?
(c) What are the steps a leading production house need to maintain for building a strong brands? **[4+10+3.5=17.5]**
6. (a) Describe The Factories Act, 1965:Section 12-21: Health and Hygiene
(b) Categorize task dependencies in project management with diagram and example.
(c) Define: Net Present Value, Profitability Index, Internal Rate of Return, Payback Period.
(d) What are the advantages and disadvantages of Payback Period. **[5.5+4+4+4=17.5]**
7. (a) What is the holistic marketing concept?
(b) Define Charismatic, Fortunate and strategic Business with examples.
(c) What is marketing Mix? Describe The Porters five Models in marketing.
(d) Define marketed with example. **[4+3+6+4.5=17.5]**
8. (a) Discuss the components of feasibility test analysis for a new garment factory.
(b) A project involving the installation of a computer system consists of 10 activities. The immediate predecessor and activity times are shown below.
 - i) Draw the network for this project.
 - ii) What are the critical path activity?
 - iii) Develop the activity schedule for the project.
 - iv) What is the expected project completion time?

Activity	Predecessor	Activity time
A	-	4
B	-	4
C	B	5
D	A,C	3
E	B	10
F	B	9
G	E	6
H	E	7

7. (a) Explain that Segmentation, Targeting and Positioning work in a chain system process.
 (b) Construct a full distribution channel structure.
 (c) Calculate the net present value for the below two mutual project and give a decision. Initial investment for the project is 10000 and time required to get back the money 4 years. The cash flow is given below and discount factor is 12%.

Year	Project A	Project B
1	3500	500
2	3500	500
3	3500	4600
4	3500	10000

[2.5+4+5.5=12]

8. (a) RMG workers set fire to the Standard Group factory following a rumour over a death of their two workers in a clash with police. The news, in a moment, spread out to other floors of the ten-storied building. Workers also vandalized almost 20 vehicles parked inside the factory.
- So what are the reasons we found for labour unrest?
 - For the above reason what proposed solutions we can take?
- (b) Explain the major structural constraints that hinder Industrial Growth.
 (c) Write down the definition of contract along with the types.

[7+3+2=12]

(Use separate answer script for Part: A and Part: B)
(All parts of a question must be answered consecutively)

Part: A**(Answer any three questions)**

1. (a) How trade union organization and collective bargaining works together for the welfare of the company?
 (b) What are the factors affecting job evaluation process?
 (c) Differentiate between job specifications and job descriptions. [4+3+5=12]

2. (a) Write down the six Disciplinary Actions with examples.
 (b) Describe the Forms of Industrial Dispute with examples.
 (c) Describe the 14 Principles of Management. [3+4+5=12]

3. (a) Describe the standard Selection Process of a multinational company.
 (b) Draw a performance appraisal form with example.
 (c) Describe different types of fringe benefit.
 (d) Draw the Traditional Career Stages. [5+2+3+2=12]

4. (a) Define CSR. What are the differences among Industry, Commerce and Trade?
 (b) Define GDP, GNP, NNP, and NDP. What are the differences between microeconomics and macroeconomics?
 (c) Describe the factors of production.
 (d) Write short notes on CPI, Exchange Rate, and Inflation Rate. [3+4+2+3=12]

Part: B**(Answer any three questions)**

5. (a) How environmental factors or elements influence the international marketing process?
 (b) Price an important element as it determines a firm's market share and profitability. So what are the factors need to consider when price is setting, describe through their elements.
 (c) A consumer is visiting a clothing retail shop, what characteristics can affect his buying behavior? [5+4.5+2.5=12]

6. (a) Discuss the components of feasibility test analysis for a new garment factory.
 (b) A Project involving the installation of a computer system consists of 8 activities. The immediate predecessor and activity times are shown below.

- Construct the project network.
- Find earliest start time (ES) and earliest finish time (EF) of each node.
- Find late start time (LS) and late finish time (LF) of each node.
- Find the critical path and expected project completion time.
- Find slack of each activity.

Activity	Predecessor	Duration (Days)
A		3
B	A	4
C	A	2
D	B	5
E	C	1
F	C	2
G	D,E	4
H	F,G	3