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Q.6	Attempt any two:				
i.	Define controlling. Explain the process of controlling.	5	1	5	3,5 ,9, 11
ii.	Explain different techniques of coordination in detail.	5	2	5	3,5 ,9, 11
iii.	What is management control? What are the characteristics of effective control system? Why is controlling required?	5	2	5	3,5 ,9, 11

Total No. of Questions: 6

Total No. of Printed Pages:4

Enrollment No.....



Faculty of Management Studies

End Sem Examination Dec 2024

MS3CO31 Fundamentals of Management

Programme: BBA

Branch/Specialisation: Management

Duration: 3 Hrs.

Maximum Marks: 60

Note: All questions are compulsory. Internal choices, if any, are indicated. Answers of Q.1 (MCQs) should be written in full instead of only a, b, c or d. Assume suitable data if necessary. Notations and symbols have their usual meaning.

		Marks	BL	CO	PO	PSO
Q.1	i. What does the acronym SMART stand for in the context of goal-setting?	1	1	1	3	
	(a) Specific, Measurable, Achievable, Relevant, Timely					
	(b) Strategic, Meaningful, Aligned, Realistic, Time-bound					
	(c) Simple, Measurable, Actionable, Relevant, Time-bound					
	(d) Specific, Motivating, Attainable, Realistic, Targeted					
	ii. What is the main purpose of management?	1	1	1	3,4	
	(a) Maximizing profits					
	(b) Achieving organizational goals					
	(c) Minimizing costs					
	(d) Improving employee satisfaction					
	iii. Who is often referred to as the "father of modern management" and introduced the principles of scientific management?	1	1	2	3	
	(a) Peter Drucker					
	(b) Frederick Taylor					
	(c) Henri Fayol					
	(d) Max Weber					

P.T.O.

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- iv. What is the key concept of Max Weber's bureaucratic theory? **1** 1 2 3,9
 (a) Division of labor
 (b) Hierarchy of authority
 (c) Unity of command
 (d) Equity
- v. Who is typically involved in the process of setting objectives in management by objectives? **1** 1 3 3,9
 (a) Only top-level management
 (b) Only middle-level management
 (c) All levels of management and employees
 (d) Only frontline employees
- vi. Which organizational structure is commonly associated with decentralization? **1** 1 3 3,9
 (a) Hierarchical structure
 (b) Matrix structure
 (c) Functional structure
 (d) Centralized structure
- vii. What distinguishes Maslow's Hierarchy of Needs from other motivational theories? **1** 1 4 3,9
 (a) It focuses only on financial incentives
 (b) It is based on behavioral reinforcement
 (c) It is presented as a hierarchical pyramid
 (d) It ignores the importance of self-actualization
- viii. What does the term "Talent acquisition" refer to in the context of management? **1** 1 4 3,8
 (a) Employee training programs
 (b) The entire employee life cycle
 (c) Recruiting and hiring skilled individuals
 (d) Performance management
- ix. Which of the following is not a primary function of controlling in management? **1** 1 5 3,1
 (a) Setting goals and objectives
 (b) Monitoring performance
 (c) Comparing actual performance with standards
 (d) Taking corrective actions

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- x. Which of the following best defines coordination in management? **1** 1 5 3,1
 (a) Establishing goals and objectives
 (b) Ensuring effective communication and collaboration
 (c) Monitoring and controlling performance
 (d) Planning and organizing tasks
- Q.2 i. What are the roles of a manager? **2** 1 1 4,5
 ii. Explain the levels of management in brief. **3** 2 1 4,5
 iii. Define management. Explain the characteristics of management in detail. **5** 2 1 4,5
- OR iv. 'Management is a Science and Arts also'. Justify this statement. **5** 3 1 4,5
- Q.3 i. Write short note on contingency approach of management. **2** 2 2 3,1
 ii. Explain in detail the scientific theory of management. **8** 2 2 3,1
 OR iii. Explain one of the neo classical approach used in management in detail. **8** 2 2 3,1
- Q.4 i. Write advantages of centralization and decentralization. **3** 2 3 5,1
 ii. Define the concept of MBO. Also discuss various benefits of MBO in today's competitive market scenario. **7** 2 3 5,1
 OR iii. Explain Planning process. Discuss various types of planning in organization. Why is planning so important? **7** 2 3 5,1
- Q.5 i. Short note on- **4** 1 4 3,5
 (a) Performance appraisal
 (b) Selection process
 ii. Explain the concept of leadership. Discuss various styles of leadership with example. **6** 2 4 3,5
 OR iii. Discuss Maslow's need hierarchy theory in detail. **6** 2 4 3,5

Marking Scheme**MS3CO31 (T) Fundamentals of Management (T)**

Q.1	i)	a		1
	ii)	b		1
	iii)	b		1
	iv)	b		1
	v)	c		1
	vi)	b		1
	vii)	c		1
	viii)	c		1
	ix)	a		1
	x)	b		1
Q.2	i.	2 roles of a Manager		2
	ii.	Three levels of management		3
	iii.	Define Management.	2 marks	5
		Explain the characteristics of management	3 marks	
OR	iv.	'Management is a Science and Arts also'. As per content		5
Q.3	i.	Contingency approach of Management		2
	ii.	Scientific theory of management	1+7 marks	8
OR	iii.	Any one Neo Classical approach. as per content		8
Q.4	i.	Three advantages of Centralization and Decentralization.		3
	ii.	Definition of MBO.	3 marks	7
		Benefits of MBO	4 marks	
OR	iii.	Planning process.	2 marks	7
		Types of Planning in organization.	3 marks	
		Importance of planning	2 marks	
Q.5	i.	a) Performance appraisal	2 marks	4
		b) Selection process	2 marks	
	ii.	Definition Leadership.	2 marks	6
		styles of leadership	3 marks	
		example	1 mark	
OR	iii.	Maslow's Need Hierarchy theory	5 marks	6
		Diagram	1 mark	

Q.6

i.	Define controlling.	2 marks	5
	Process of controlling.	3 marks	
ii.	Different techniques of Coordination		5
iii.	Definition Management control	2 marks	5
	Characteristics of effective control system	1.5 marks	
	Importance	1.5 marks	
