

Q.6	Attempt any two:							Total No. of Questions: 6	Total No. of Printed Pages: 4
i.	Define controlling. Explain the process of controlling.	5	1	5	3,5 ,9, 11				Enrollment No.....
ii.	Explain different techniques of coordination in detail.	5	2	5	3,5 ,9, 11				Faculty of Management Studies
iii.	What is management control? What are the characteristics of effective control system? Why is controlling required?	5	2	5	3,5 ,9, 11				End Sem Examination Dec 2024

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Knowledge is Power

Programme: BBA

MS3CO31 Fundamentals of Management  
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				

	[2]		[3]		
iv. What is the key concept of Max Weber's bureaucratic theory?	<b>1</b>	1 2 3,9	x. Which of the following best defines coordination in management?	<b>1</b>	1 5 3,10
(a) Division of labor (b) Hierarchy of authority (c) Unity of command (d) Equity			(a) Establishing goals and objectives (b) Ensuring effective communication and collaboration (c) Monitoring and controlling performance (d) Planning and organizing tasks		
v. Who is typically involved in the process of setting objectives in management by objectives?	<b>1</b>	1 3 3,9	Q.2 i. What are the roles of a manager?	<b>2</b>	1 1 4,512
(a) Only top-level management (b) Only middle-level management (c) All levels of management and employees (d) Only frontline employees			ii. Explain the levels of management in brief.	<b>3</b>	2 1 4,512
vi. Which organizational structure is commonly associated with decentralization?	<b>1</b>	1 3 3,9	iii. Define management. Explain the characteristics of management in detail.	<b>5</b>	2 1 4,512
(a) Hierarchical structure (b) Matrix structure (c) Functional structure (d) Centralized structure			OR iv. 'Management is a Science and Arts also'. Justify this statement.	<b>5</b>	3 1 4,512
vii. What distinguishes Maslow's Hierarchy of Needs from other motivational theories?	<b>1</b>	1 4 3,9,11	Q.3 i. Write short note on contingency approach of management.	<b>2</b>	2 2 3,10,11
(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			ii. Explain in detail the scientific theory of management.	<b>8</b>	2 2 3,10,11
viii. What does the term "Talent acquisition" refer to in the context of management?	<b>1</b>	1 4 3,8,9,11	OR iii. Explain one of the neo classical approach used in management in detail.	<b>8</b>	2 2 3,10,11
(a) Employee training programs (b) The entire employee life cycle (c) Recruiting and hiring skilled individuals (d) Performance management			Q.4 i. Write advantages of centralization and decentralization.	<b>3</b>	2 3 5,10,11
ix. Which of the following is not a primary function of controlling in management?	<b>1</b>	1 5 3,10	ii. Define the concept of MBO. Also discuss various benefits of MBO in today's competitive market scenario.	<b>7</b>	2 3 5,10,11
(a) Setting goals and objectives (b) Monitoring performance (c) Comparing actual performance with standards (d) Taking corrective actions			OR iii. Explain Planning process. Discuss various types of planning in organization. Why is planning so important?	<b>7</b>	2 3 5,10,11
			Q.5 i. Short note on- (a) Performance appraisal (b) Selection process	<b>4</b>	1 4 3,50,9,11
			ii. Explain the concept of leadership. Discuss various styles of leadership with example.	<b>6</b>	2 4 3,50,9,11
			OR iii. Discuss Maslow's need hierarchy theory in detail.	<b>6</b>	2 4 3,50,9,11

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

			<b>Q.6</b>	
Q.1	i) a ii) b iii) b iv) b v) c vi) b vii) c viii) c ix) a x) b	1 1 1 1 1 1 1 1 1 1	i. Define controlling. Process of controlling. ii. Different techniques of Coordination iii. Definition Management control Characteristics of effective control system Importance	2 marks 3 marks 2 marks 1.5 marks 1.5 marks
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Q.2	i. 2 roles of a Manager ii. Three levels of management iii. Define Management. Explain the characteristics of management	2 3 2 marks 3 marks		
OR	iv. 'Management is a Science and Arts also'. As per content	5		
Q.3	i. Contingency approach of Management ii. Scientific theory of management	2 8		
OR	iii. Any one Neo Classical approach. as per content	8		
Q.4	i. Three advantages of Centralization and Decentralization. ii. Definition of MBO. Benefits of MBO	3 3 marks 4 marks		
OR	iii. Planning process. Types of Planning in organization. Importance of planning	2 marks 3 marks 2 marks	7	
Q.5	i. a) Performance appraisal b) Selection process ii. Definition Leadership. styles of leadership example	2 marks 2 marks 2 marks 3 marks 1 mark	4 6	
OR	iii. Maslow's Need Hierarchy theory Diagram	5 marks 1 mark	6	