

Tribhuwan University
Institute of Science and Technology
Introduction to Management
2070

Full Marks : 80

Pass Marks : 32

Time : 3 hrs.

Group A

(2*10=20)

- 1.) Write specific answer to the following questions :
 - a.) What is business environment? Explain about internal environment.
 - b.) What is planning? Mention its six features.
 - c.) What is line organization and line and staff organization ?
 - d.) Write the full form of Q.C., TQM, MBO, MIS, DSS, CPM.
 - e.) Write four differences between corporate and tactical plan.
 - f.) Mention any two principles of scientific management theory.
 - g.) Write any two points of difference between leader and manager. Also mention the three types of leadership.
 - h.) What is the gist of x theory and y theory? Write any three assumptions of x theory and y theory.
 - i.) What do you mean by HRM? Name the components of HRM.
 - j.) List business plans and link them with respective managerial hierarchy.

Group B (2*12=24)

Answer any two questions , but question no.4 is compulsory.

- 2.) What is management? Describe the functions of management.
- 3.) What is systems theory of management? Mention the pros and cons of systems theory of management.
- 4.) Read the case given below carefully and answer the question :

Mr. B M Pradhan, having some experience in production and marketing of paper products, decided to start a small paper industry in Bhaktapur in focusing on production and distribution schools and college level paper products in Kathmandu valley and surroundings. Mr. pradhan needs to face competition with established paper industries like Himal Paper Mills, Everest Paper Industries, Makalu Stationary Products, Kathmandu Paper Industries, Himchuli copy Udyog and others. Mr. Pradhan has knowledge that maximum small paper industries were failed within short duration of their performance due to heavy competition and other reasons. Mr. Pradhan has decided to do a detail analysis of the external environment of the paper industries in order to analyze the opportunities and threats. He also wants to analyze internal factors need to be improved for success in paper business.

- a.) Mention the major areas of environment would be analyzed to success in paper business.

- b.) Assess the major barrier to enter in paper industry for a new small firm.
- c.) Suggest the essential steps to be taken by Mr. Pradhan to operate and grow paper business.

Group C (6*6=36)

Attempt any six questions :

- 5.) "Managers have to do lot more than what they are supposed to do" Based on this statement describe the roles managers have to play in an organization.
- 6.) Explain the Hawthorne studies of Elton Mayo and his colleagues.
- 7.) Discuss the external environment that influences the organizations ability to attain goals.
- 8.) Explain the steps involved in planning.
- 9.) What is decision making? Explain the programmed, non-programmed and strategic decision making.
- 10.) Explain the Matrix type of organization structure.
- 11.) Define motivation. How is motivation hygiene concept related to hierarchy theory?
- 12.) Explain the process of effective communication.