

Total No. of Questions :8]

SEAT No. :

**P2861**

**[4958]-1049**

[Total No. of Pages :2

**T.E. (E & TC)**

**INDUSTRIAL MANAGEMENT**

**(2012 Course) (End - Semester) (304192)**

*Time : 2½ Hours]*

*[Max. Marks :70*

**Instructions to the candidates:**

- 1) *Answer Q.1 or Q.2, Q.3 or Q.4, Q.5 or Q.6,Q.7 or Q.8.*
- 2) *Neat diagrams must be drawn wherever necessary.*
- 3) *Figures to the right side indicate full marks.*
- 4) *Assume suitable data, if necessary.*

- Q1)** a) Define management. What are the functions of management? [7]
- b) Explain Ishikawa diagram and Pareto Analysis in details. [7]
- c) Write short note on Sources of Finance. [6]

OR

- Q2)** a) What are the characteristics of Management? Distinguish between “Traditional organization” and “Modern organization”. [7]
- b) Define Quality. Explain Jurans Trilogy of quality with neat diagram. [7]
- c) An ABC Company Ltd. Has given following information for current year, Fixed cost is Rs. 12,00,000, variance cost is Rs.50/Unit, Estimated sales for current year is Rs.50,00,000 and sale price per unit is Rs.200. Calculate [6]
- i) Break even point
  - ii) Contribution and profit, if likely sales turnover in the next year is expected Rs. 45,00,000.
  - iii) Sales turnover if profit target is Rs.15,00,000.

**P.T.O.**

- Q3)** a) What is Human Resource Planning? Explain process of HRP. [9]  
b) Compare Recruitment and Selection strategies. [9]

OR

- Q4)** a) Write strategic importance and objective of HRM. [9]  
b) What is need of training? Write importance and investment in training programs. [9]
- Q5)** a) Define Entrepreneurship. Write need and importance of Entrepreneurship development. [8]  
b) What are the policies and incentives given to small scale business development? [8]

OR

- Q6)** a) Write types of ownership. Also write advantages and disadvantages of partnership and joint stock company. [8]  
b) Which are the steps to start small scale industry? [8]
- Q7)** a) Explain MIS with Human resource department. [8]  
b) Write short note on: [8]  
i) Business Process Reengineering  
ii) Decision support system

OR

- Q8)** a) Explain Characteristics of Information System and its Types. [8]  
b) Write a short note on: [8]  
i) Enterprise Resource Planning  
ii) E-Commerce

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