

Total No. of Questions :8]

SEAT No. :

[Total No. of Pages :2

**P1735**

**[5058]-369**

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

**INDUSTRIAL MANAGEMENT**

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

*Time : 2½ Hours]*

*[Max. Marks :70*

*Instructions to the candidates:*

- 1) Answer Q1 or Q2, Q3 or Q4, Q5 or Q6, Q7 or Q8.*
- 2) Neat diagrams must be drawn whenever necessary.*
- 3) Figures to the right indicate full marks.*
- 4) Assume suitable data if necessary.*

- Q1)** a) Explain how today's managers use Scientific Management. [8]
- b) Explain 'Six Sigma' Quality Management Standard. How it is superior to conventional statistical quality control techniques? [8]
- c) Distinguish between Fixed Capital and Working Capital. [4]

OR

- Q2)** a) Describe the characteristics of an organization. How the concept of an organization is changing? [8]
- b) Explain the basic philosophy of 'Kaizen'? [6]
- c) Explain Break Even Analysis. What are its limitations? [6]
- Q3)** a) What are the functions involved in HRM? [8]
- b) Discuss the competencies and responsibilities of HR professionals in an organization. [8]

OR

- Q4)** a) Why Talent acquisition is always on top priority in the role of HR? [8]
- b) What would be your mix of selection methods for selection of middle level managers? [8]

**P.T.O.**

- Q5)** a) Explain different forms of business ownerships. [8]  
b) Elaborate Government policies and incentives for small business developments in India. [8]

OR

- Q6)** a) What do you understand by the term 'Entrepreneurship'? Explain various sources of finance available for new entrepreneurs in India. [8]  
b) How do you prepare a new business proposal? Explain. [8]
- Q7)** a) What is Information System? Differentiate between Information system and MIS. [10]  
b) Define ERP and ERP Systems. What are their benefits? What are the difficulties in implementing ERP. [8]

OR

- Q8)** a) What is meant by Decision Support System? What are its benefits. [8]  
b) List different types of e-commerce. Explain B2B in detail. [10]

*EEE*