

12 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2072 Kartik

Exam.	New Batch (2066 & Later Batch)		
Level	BE	Full Marks	80
Programme	EEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	4 hrs.

**Subject - Organization and Management (ME708)**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
  - ✓ Attempt All questions.
  - ✓ All questions carry equal marks.
  - ✓ Assume suitable data if necessary.
1. Define organization and explain the principle of organization.
  2. What do you mean by management? Explain the function of management.
  3. Explain Henry Fayol's 14<sup>th</sup> principle of management.
  4. What do you mean by co-operative societies? Explain different types of co-operatives.
  5. What do you mean by purchasing? Explain different function of purchasing department.
  6. Define personal management and explain function of personal management.
  7. What do you mean by incentive? Explain different factors of salary structure.
  8. Define motivation and explain different technique of motivation.
  9. Define leadership and explain different qualities of good leader.
  10. How information system support for functional area of management.

\*\*\*

Form	101	Full Marks	80
Level	III	Pass Marks	32
Programme	REL, BEX, ECT	Time	3 hrs
Year / Part	IV / I		

**Subject: - Organization and Management (ME 708)**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Why is an organization necessary? Explain the principles of an organization. [4+4]
2. What are the differences between the terms organization and management? Why do you need scientific approach of management to an organization? [2+2+4]
3. What do you mean by organizational structure? How is it defined for a particular enterprise? Write advantages and disadvantage of line organization. [2+2+4]
4. What do you mean by purchasing and procurement? Explain the functions of marketing. [3+5]
5. Explain the motive behind personnel management? Describe various functions of personnel management. How does Human Resources Management System differ from personnel management? (4+4+2) [2+4+2]
6. Define the term job analysis and explain scientific selections of manpower. [5+3]
7. What do you mean by Human need? How is a need used for motivation? Explain Herz Berg's Hygiene theory of motivation. [2+7+4]
8. A reader is leader. Elaborate it in terms of leadership styles. What are the differences between a leader and a manager? [5+3]
9. Define Management Information System (MIS). Describe briefly about different types of Information System and their support to managers in decision making. [5+3]
10. What are the objectives of a case-study? Explain the needs, functions and importance of MIS. [3+5]

\*\*\*

Exam	Level	Programme	Year / Part	Full Marks	Pass Marks	Time
BE	BE	BEL, BEX, BCT	IV / I	80	32	3 hrs.

**Subject: Organization and Management (ME708)**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What are the principles of organization? Explain formal and informal organization. [4+4]
2. What are the managerial skills? Explain the importance of management. [4+4]
3. What are the forms of ownership? Explain advantages and disadvantages of single ownership organization. [4+4]
4. What do you understand by behavioral management approach? Explain administrative management approach. [4+4]
5. What are the methods of purchasing? Explain the various functions of marketing. [4+4]
6. What is personnel management? Explain recruitment and selection of staff. [3+5]
7. What do you mean by Training and Development of Human resources? Explain various incentives used in organization. [5+3]
8. What is motivation? Explain the difference between Maslow's Hierarchical need theory and Alderfer's ERG theory. [3+5]
9. Define the term Entrepreneurship and write the steps for establishing a small scale unit of Entrepreneurship. [3+5]
10. Write short notes on: (any two) \* [4×2]
  - i) Objective of Case Study
  - ii) Organization structure and
  - iii) Organizing Information systems

\*\*\*

12/23

12 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2070 Chaitra

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject: - Organization and Management (ME708)**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Describe why organization is considered as an open system. Explain the importance of organization. [4+4]
2. Name the different models of management. Explain any three of them in detail. [3+5]
3. State and describe H.Fayol's administrative management theory. [8]
4. What is meant by 'Joint Stock Company'? Describe the procedure for forming 'Joint Stock Company'. [3+5]
5. Define marketing, advertising. Explain the function of purchasing in detail. [3+5]
6. Define the term personnel management. Explain the function of personnel management. [3+5]
7. Define merit rating. State and describe the various methods of merit rating. [2+6]
8. What do you mean by human needs? Describe A. Maslow's hierarchy of needs theory in detail. [3+5]
9. Define leadership and explain by Blakes and Mouton's Management Grid. [3+5]
10. Define Management Information System. Explain information support for functional areas of management. [2+6]

\*\*\*

12 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2070 Ashad

Exam.	New Back (2066 & Later Batch)		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCI	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject: - Organization & Management (ME708)**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Ten questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What are the principles of Organization? Explain the Informal Organization. (4+4)
2. Explain the importance of Management and discuss the different function of Management. (3+5)
3. Explain Administrative Management Theory. (8)
4. What do you mean by organization structure? Explain Line Organization. (4+4)
5. Define the term purchasing. Explain different function of Purchasing department. (3+5)
6. Define the term Personnel management and explain its functions. (8)
7. What do you mean by incentives? Explain the different factors affecting the wage/salary structure. (3+5)
8. Define the term Motivation and explain different technique of motivation. (3+5)
9. Define the term leadership and Explain the different qualities of good leader. (3+5)
- 10 a. Define the term Entrepreneurship. (3)
- b. Explain the Vroom's Expectancy theory of Motivation. (5)
11. What do you mean by Case study? Explain the objective of case study. (4+4)
12. Define term MIS. How information support for functional areas of management? (3+5)

\*\*\*



Exam.	Regular	
Level	BE	Full Marks 80
Programme	BEL, BEX, BCT	Pass Marks 37
Year / Part	IV / I	Time 3 hrs

**Subject: - Organization and management (ME708)**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Define Organization. Explain the importance of Organization in society.
2. Define the term Management and explain different levels of Management.
3. What do you mean by Joint Stock Company? Explain the advantages and limitations of Joint Stock Company.
4. What do you mean by motivation? Describe Maslow's hierarchy of needs briefly. Maslow's theory explain tireless quest of Laxmi Prasad Devkota for excellent literary works?
5. Explain the process of recruitment and selection of man power in an organization. What do you mean by outsourcing in this context?
6. a) Explain different Techniques of Motivation.  
b) Define term contingency approach of Leadership.
7. Define the term Entrepreneurship and explain the characteristics of Entrepreneurship.
8. Define Management Information System. Describe briefly various types of Management Information System.
9. Silicon Valley is the best example of successful entrepreneurship. Elaborate with thoughts.
10. Write short notes on: (any two)
  - a) Computer aided Advertising
  - b) Objectives of case study
  - c) Satisfaction progression Vs. Frustration Regression Process

\*\*\*

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What is meaning of organization? Explain organization behavior as a multidisciplinary field. Explain the Scientific Management theory. [4+4+8]
2. What do you understand by policy and executive groups in an organization? Explain functional organization. What is responsibility and authority? Explain matrix organization chart. [4+4+3+5]
3. Why is MIS necessary for management? Explain computer and MIS. What is information Architecture? Explain database information system. [4+4+3+5]
4. Explain the two factors theory of motivation. How can you determine the most effective leadership style? Define the term informal organization. [3+7+4]
5. Define the term personnel management. Explain the different factors of wage and salary structure. What are the methods of performance appraisals? [4+8+4]
6. Write short notes on: (Any Four) [4×4]
  - a) Leadership style
  - b) Information system for planning process
  - c) Marketing concept
  - d) Database information system
  - e) Incentive programs

\*\*\*

17 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2068 Chaitra

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCI	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. a) How can organization behavior be affected by management? Explain all the elements of an organization. [4+4]  
b) Define management. Explain contingency and system approach of management. [3+5]
2. a) How are Policy group and Executive groups different in an organization? Differentiates between marketing and purchasing. [4+4]  
b) What is organization structure? Differentiate between responsibility and authority. Explain functional organization with sketch. [2+3+3]
3. a) What is MIS? Why is hierarchy of information system necessary in an organization? Write in brief. [3+5]  
b) Justify that information system is vital for planning and control process in an organization. [8]
4. a) What is motivation? Write differences between Maslow's hierarchical need and Alderfer's ERG theory of motivation. [3+5]  
b) Why is leadership necessary in an organization? Explain various leadership styles. [3+5]
5. a) What do you understand by personnel management? Explain job description. [4+4]  
b) Explain recruitment and selection process in detail. [8]
6. Write short notes on; (any four) [4x4]
  - a) Scientific Management
  - b) Span of control
  - c) Needs for MIS
  - d) Management by objective
  - e) Collective bargaining

\*\*\*



Exam. Level	BE	Regular/Back	
		Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
		Time	3 hrs.
Year / Part	IV / I		

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Differentiate between private limited and public limited company. Explain organization behaviour as a multidisciplinary field. What are the importance of contingency theory of management? [5+4+7]
2. What do you mean by purchasing and marketing concept? Explain the manufacturing methods in industrial organization. What do you mean by span of control in a line organization? [5+6+5]
3. Explain the importance of management information system. Discuss the role of information in the planning process. What do you mean by network information system? [5+6+5]
4. Discuss the Herzberg's theory of motivation. How will you determine the most effective leader in the business organization? Define the term informal organization. [5+6+4]
5. Explain the term job description. What are the processes of collective bargaining? Discuss the different steps of hiring and selecting staff. [4+6+6]
6. Write short notes on: (any four) [4x4]
  - a) Partnership organization
  - b) Industrial relation
  - c) Job design and work efficiency
  - d) Functional organization
  - e) Computer integrated manufacturing plants

16 JOHNS HOPKINS UNIVERSITY  
 INSTITUTE OF ENGINEERING  
**Examination Control Division**  
 2066 Bhadra

Exam.	Regular / Back		
Level	DE	Full Marks	80
Programme	BEL, BLX, BCP	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject:** Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What do you mean by organization behaviour? Explain the functions of management. Discuss the behavioural management theory. [4+4+8]
2. Discuss the activities of production development. What do you mean by industrial relation? Define the term line and staff organization. [5+6+5]
3. Discuss the hierarchy of information needs. What are the role of information system for decision making process? Explain database information system. [5+6+5]
4. What are the motivational theory of Herzberg's hygiene factors and motivational factors? Discuss the behavioural approach of leadership. Define the term authority and power. [6+5+5]
5. What do you mean by job analysis? Discuss the different steps of hiring and selecting staff. Explain the methods of performance appraisal. [6+5+5]
6. Write short notes any four of the following: [4×4]
  - a) Contingency Management Theory
  - b) Needs for Management Information System (MIS)
  - c) Contingency Approach of Leadership
  - d) Incentive Programs
  - e) Value of Case Study

\*\*\*

16      TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2065 Shrawan

Exam.		Regular/Back	
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / 1	Time	3 hrs.

**Subject:** - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What do you mean by organization? Explain the importance of organization in society. Discuss the concept of scientific management theory. [3+5+8]
2. Explain different activities of production development. What do you mean by purchasing? Define the term responsibility and authority. What do you mean by span of control? [5+3+5+3]
3. What do you mean by hierarchy of needs? Define the term information architecture. Discuss the term information system for planning process. Explain the database information system. [4×4]
4. Define the term theory 'X' and theory 'Y' in the motivation theory. Justify job design improve work efficiency. What do you mean by trait approach in leadership? Discuss the importance of participative management in organization. [5+3+4+4]
5. What do you mean by personal management? Define the term job analysis. Discuss deferent steps of hiring and selecting staff. What do you mean by collective bargaining? [3+5+5+3]
6. Write short notes any four of the following: [4×4]
  - a) Single ownership organization
  - b) Industrial relation
  - c) Networking information system
  - d) Informal organization
  - e) Needs of MIS

\*\*\*

17 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2065 Kartik

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What do you mean by scientific management theory? How does it differ from behavioral approach? Explain organization is a multidisciplinary field. [5+6+5]
2. What do you mean by marketing? Explain the relation between marketing concept and production development. What do you mean by industrial relation? [4+8+4]
3. What do you mean by management information system? Explain the sources of data. Define the term hierarchy of information needs and information system model. [4×4]
4. What is motivation and why is it necessary in an organization? Explain MacGregor's theory X and theory Y of motivation. [4+4+8]
5. Define the term Job analysis. How the personnel are selected in the organization explain? Does the job design help to work efficiency comment? [3+8+5]
6. Write short notes any four of the following: [4×4]
  - a) Organization as an open system
  - b) Authority and responsibility
  - c) Informal organization
  - d) Information system for decision making process
  - e) Performance appraisals

\*\*\*

16 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2064 Jestha

Exam.	Regular/Back	
Level	BE	Full Marks 80
Programme	BEL, BEX, BCT	Pass Marks 32
Year / Part	IV / I	Time 3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
  - ✓ Attempt any **Five** questions.
  - ✓ The figures in the margin indicate **Full Marks**.
  - ✓ Assume suitable data if necessary.
- 
1. Define the term organization. Explain organization as an open system. What do you mean by management? Explain different function of management. [3+5+3+5]
  2. What do you understand by division of labour? Define term span of control. Explain the term authority and responsibility. [4+4+8]
  3. What is the contribution of computer in management information system? Explain the role of software to on-line information system for planning process. [7+9]
  4. Explain different styles of leadership in brief. Which style you recommend as most effective leader in industrial organization? [10+6]
  5. What do you mean by human resource management? Define the term collective bargaining. Explain the process of collective bargaining. [5+5+8]
  6. Write short notes any four of the following: [4×4]
    - a) Scientific management theory
    - b) Industrial relation
    - c) Maslow's hierarchy of needs theory
    - d) Information system model
    - e) Job analysis

\*\*\*



17 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2064 Kartik

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
  - ✓ Attempt any Five questions.
  - ✓ All questions carry equal marks.
  - ✓ Assume suitable data if necessary.
1. Define the term **management** and discuss the concept of Taylor's scientific management theory.
  2. What do you mean by **organization structure**? Explain the meaning of responsibility and authority.
  3. What do you mean by **hierarchy of information needs**? Explain the information system for planning process.
  4. Define the term '**Motivation**'. How does Macgregor's theory 'X' and theory 'Y' apply to motivation?
  5. What do you mean by **job analysis**? Explain different steps of hiring and selecting staff.
  6. Write short notes any two of the following:
    - a) Transactional Management Model
    - b) Objective of Purchasing
    - c) Networking Information System

\*\*\*

17 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2063 Ashwin

<b>Exam.</b>		<b>Back</b>	
<b>Level</b>	BE	<b>Full Marks</b>	80
<b>Programme</b>	BEI, BFX, BCT	<b>Pass Marks</b>	32
<b>Year / Part</b>	IV / I	<b>Time</b>	3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any **Five** questions.
- ✓ **All** questions carry equal marks.
- ✓ Assume suitable data if necessary.

1. Explain the concept of management in an organization and describe the level of management in details.
2. Is there a need for leadership? Explain what provides the power of leaders over their followers. Describe leadership styles in brief.
3. What motivates people at work? Describe the Maslow's hierarchy need and compare with that of Herzberg.
4. Describe the importance of hiring procedure in an organization and explain the steps of hiring in details.
5. What is case study? Explain in details of steps involve in the case study.
6. Write notes on (any three)
  - a) Organization
  - b) Market Structure
  - c) The Concept of Management Information System
  - d) Business Process and Information System

\*\*\*

16/2-4 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2062 Baishakh

Exam.	Regular/Back		
Level	B.E.	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

***Subject: - Organization and Management***

- ✓ Candidates are required to give their answers in their own words as far as practicable.
  - ✓ Attempt any Five questions.
  - ✓ All questions carry equal marks.
  - ✓ Assume suitable data if necessary.
1. Define the terms organization and management. What is a closed system? Explain organization as a open system.
  2. What do you mean by production development? Explain different activities of the production development function.
  3. What do you mean by information architecture? Explain information system for planning process.
  4. What do you mean by leadership? Explain different leadership theories you are familiar with.
  5. Define the term personnel management and explain different methods of performance appraisal.
  6. Write short notes any two of the following:
    - a) Behavioural Management Theory
    - b) Industrial Relation
    - c) Participative Management

\*\*\*

16/2-5 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2061 Saishakh

Exam.	Regular / Back		
Level	B.E.	Full Marks	30
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
  - ✓ Attempt any Five questions.
  - ✓ All questions carry equal marks.
  - ✓ Assume suitable data if necessary.
- 
- 1/ What do you mean by management? Explain the different models of management.
  - 2/ Define the term marketing and explain the importance of marketing management.
  3. What is the contribution of computers for the management information system? Explain networking information system
  - 4/ What do you mean by participative management? Explain the role of informal organization in management.
  - 5/ What do you mean by collective bargaining? Explain the different process of collective bargaining.
  - 6/ Write short notes any two of the following:
    - a) Joint Stock Company
    - b) Information Architecture
    - c) Incentive Programs

\*\*\*

16/1-16 TRIBHUVAN UNIVERSITY

INSTITUTE OF ENGINEERING

**Examination Control Division**

2059 Chaitra

Exam.	Regular / Back		
Level	B.E.	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	(V / I)	Time	3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. "People dominated not by individual but by organization", comment.

✓ 2. Define the term policy and executive group and explain the managerial function.

✓ 3. What is the contribution of computers in the management information system? Explain an importance of networking information system.

✓ 4. Define the term motivation and explain the theory of Maslow's hierarchy of needs.

✓ 5. What do you mean by collective bargaining and explain the different process of collective bargaining?

6. Write short notes any two of the followings:

- ✓ a) Authority and power
- ✓ b) Information system model
- c) Case study

\*\*\*



102-5 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
Examination Control Division  
2061 Baisakh

Exam.	Regular / Back		
Level	B.E.	Full Marks	80
Programme	BEL, SEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
  - ✓ Attempt any Five questions.
  - ✓ All questions carry equal marks.
  - ✓ Assume suitable data if necessary.
- 
- 1/ ✓ What do you mean by management? Explain the different models of management.
  - 2/ ✓ Define the term marketing and explain the importance of marketing management.
  - 3. What is the contribution of computers for the management information system? Explain networking information system.
  - 4/ ✓ What do you mean by participative management? Explain the role of informal organization in management.
  - 5/ ✓ What do you mean by collective bargaining? Explain the different process of collective bargaining.
  - 6/ ✓ Write short notes any two of the following:
    - a) Joint Stock Company
    - b) Information Architecture
    - c) Incentive Programs

\*\*\*

16/13 TRIBHUVAN UNIVERSITY  
INSTITUTE OF ENGINEERING  
**Examination Control Division**  
2058 Chaitra

Exam.	Regular / Back		
Level	B.E.	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

***Subject: - Organization and Management***

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ All questions carry equal marks.
- ✓ Assume suitable data if necessary.

1. Define the term 'Management' and explain the various function of management.
2. What do you mean by organizational structure? Explain the salient features of line and staff organization.
3. What is the contribution of computers for the management information system? Explain the importance of networking information system.
4. Define the term 'Motivation' and explain the Maslow's hierarchy of needs.
5. What do you mean by salary structure and explain the different factors of wage and salary structure?
6. Write short notes on any two of the following:
  - a) Joint Stock Company
  - b) Informal Organization
  - c) Information Architecture

\*\*\*

16/12-23 TRISHUVAN UNIVERSITY

INSTITUTE OF ENGINEERING

**Examination Control Division**

2057 Chaitra

Exam.	Regular / Back		
Level	B.E.	Full Marks	80
Programme	BEL/BEX	Pass Marks	32
Year / Part	IV / I	Time	3 hr

**Subject: - Organization and Management**

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ All questions carry equal marks.

1. Discuss the concept of Elton Mayo's human relation movement.
2. Define the term "purchasing" and explain the relation between marketing management and purchasing procedure.
3. What do you mean by management information system? Explain the hierarchy of information needs.
4. Describe the term "Authority and Power". Explain the sources of power in the organization.
5. What do you mean by performance appraisals and explain the different methods of performance appraisals.
6. Write short notes on any two of the followings.
  - a) Organization behaviour
  - b) Integrated approach to leadership
  - c) Job description

\*\*\*