

- Q.27 Define Wages. What are its types?

Q.28 What are the purpose of Sales promotion?

Q.29 Explain the concept of JIT.

Q.30 Define various types of inspection system.

Q.31 Explain the importance of marketing.

Q.32 Explain the salient feature of factories act 1948.

Q.33 What are the principles of management?

Q.34 Write short note on any two:

  - Sales tax
  - Income tax
  - Excise duty

Q.35 Explain the functions of production department.

## **SECTION-D**

**Note:** Long answer type questions. Attempt any two questions out of three questions. (2x10=20)

- Q.36 Define Departmentation. Name different departments in an organization.

Q.37 Explain the Maslow need hierarchy theory of motivation.

Q.38 Define human resource development. What are its objectives?

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**6th Sem / Branch : Text. Design, Text Proc, Text. Tech,  
Fash. Tech, Fash. Design, Text. Chem., Garment Tech.  
Sub.: Basics of Management**

Time : 3Hrs.

M.M. : 100

## **SECTION-A**

**Note:** Multiple choice questions. All questions are compulsory (10x1=10)

- Q.1 Which of the following is not a function of management

  - a) Advocating
  - b) Planning
  - c) Staffing
  - d) Directing

Q.2 Line organization is also known as

  - a) Scalar organization
  - b) Vertical organization
  - c) Departmental organization
  - d) All of the above

Q.3 A sense of right and wrong is known as

  - a) Ethics
  - b) Habit
  - c) Physical characteristic
  - d) Natural behaviour

Q.4 Which of the following is not an essential characteristic of a good leader

- a) Impartiality      b) Motivation  
c) Team spirit      d) Dictatorship
- Q.5 Incentives are needed for \_\_\_\_\_  
a) Better production    b) Better efficiency  
c) Better quality      d) All of the above
- Q.6 \_\_\_\_\_ is a type of non-financial incentive.  
a) Wages                b) Cash prize  
c) Gifts                 d) Job security
- Q.7 The full form of H.R.D. is \_\_\_\_\_  
a) Human Resource Development  
b) Human Relation Development  
c) Heavy Resource Development  
d) High Resource Development
- Q.8 Which of the following is not a print media?  
a) Booklets             b) Magazines  
c) Radio                d) News papers
- Q.9 Ful form of TQM is \_\_\_\_\_  
a) Total Quality Management  
b) Total Quality Material  
c) Total Quality Marketing  
d) Total Quality Manpower
- Q.10 Trademarks can be \_\_\_\_\_ used to identify products  
a) Design               b) Picture  
c) Symbol               d) All of the above

### SECTION-B

**Note:** Objective type questions. All questions are compulsory. (10x1=10)

- Q.11 Define patent.  
Q.12 Name any one type of Direct tax.  
Q.13 Name any one function of management.  
Q.14 List any one quality of a good leader.  
Q.15 Name any one type of Leadership.  
Q.16 Define values.  
Q.17 Departmentation.  
Q.18 Name different types of groups.  
Q.19 Name different types of organization.  
Q.20 Name different types of customers.

### SECTION-C

**Note:** Short answer type questions. Attempt any twelve questions out of fifteen questions. (12x5=60)

- Q.21 What is the need of Customer relationship management?  
Q.22 Differentiate between Manager and Leader.  
Q.23 Explain any two functions of Management.  
Q.24 Explain line and staff organisation.  
Q.25 Explain the factors which affect the individual behaviour.  
Q.26 Explain the importance of Motivation.