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| **S. N** | **QUESTIONS** |
| 1. | Compare the motivation approaches of i. MASLOW'S Theory ii. HERZBERGS 2-factor Theory |
| 2. | Comment on the following aspects of Mc CLELAND's need for achievement theory:  i. 3-important needs of an employee.  ii.3-distinct characteristics of a person in need for achievement  iii. Important advantages of Mc CLELAND's Theory. |
| 3. | Compare the motivation approaches followed stated by i. ADAM's equity Theory ii. SKINNER's behavior modification theory. |
| 4. | Analyze the suitability of the following motivation theories w.r.t. managing a small-scale IT industry:  i. MASLOW'S Theory  ii. Herzberg's 2-factor Theory |
| 5. | Classify the different communication methods. |
| 6. | Analyze the different barriers for successful communication with suitable examples. |
| 7. | Analyze different techniques followed in practice to overcome the barriers for successful communication. |
| 8. | Analyze the importance of co-ordination in the process of achieving the goals of an organization. |
| 9. | Analyze the stepwise approaches followed in practice, in the process of the implementation of controlling function. |
| 10. | Analyze the different essentialities of sound control system. |
| 11. | Analyze different steps involved in establishing control. |
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