

B.Tech DEGREE EXAMINATION, NOVEMBER 2023

Fifth Semester

18MBH363T - FUNDAMENTALS OF MANAGEMENT

(For the candidates admitted during the academic year 2020 - 2021 & 2021 - 2022)

Note:

- i. **Part - A** should be answered in OMR sheet within first 40 minutes and OMR sheet should be handed over to hall invigilator at the end of 40th minute.
- ii. **Part - B** and **Part - C** should be answered in answer booklet.

Time: 3 Hours**Max. Marks: 100**

PART - A (20 × 1 = 20 Marks)

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Answer all Questions

- | | | | | |
|----|---|---|------------------------------------|---|
| 1. | _____ is the process of getting activities completed efficiently and effectively with and through other people | 1 | 2 | 1 |
| | (A) Leading | | (B) Management | |
| | (C) Supervision | | (D) Controlling | |
| 2. | The statement "Management is to forecast, plan, organize, command, coordinate and control the activities of others" is given by | 1 | 2 | 1 |
| | (A) Peter Drucker | | (B) Henry Fayol | |
| | (C) Donald J. Cough | | (D) Kreitner D | |
| 3. | Which of the following is not a function of Management | 1 | 1 | 1 |
| | (A) Planning | | (B) Directing | |
| | (C) Staffing | | (D) Scheduling | |
| 4. | Under Fayol's 14 Principles of Management, which one of the following factor is related with Esprit de Corps | 1 | 1 | 1 |
| | (A) Division of work | | (B) Team Work | |
| | (C) Personal ability | | (D) Personal interest | |
| 5. | Which step in the planning process involves monitoring progress and making adjustments as needed? | 1 | 2 | 2 |
| | (A) Setting objectives | | (B) Formulating strategies | |
| | (C) Implementing the plan | | (D) Evaluating and controlling | |
| 6. | Strategic planning means | 1 | 2 | 2 |
| | (A) Short-term planning | | (B) Long-term planning | |
| | (C) Operational planning | | (D) Tactical planning | |
| 7. | Which planning tool is used to visually represent the relationship between different elements of a project or plan? | 1 | 1 | 2 |
| | (A) Pareto Chart | | (B) Gantt Chart | |
| | (C) Flowchart | | (D) Scatter Plot | |
| 8. | First step in the decision-making process ----- | 1 | 2 | 2 |
| | (A) Implement the decision | | (B) Evaluate the alternatives | |
| | (C) Identify the problem or opportunity | | (D) Gather information | |
| 9. | The purpose of staffing in management is primarily to | 1 | 2 | 3 |
| | (A) Develop organizational goals | | (B) Allocate financial resources | |
| | (C) Acquire and retain competent employees | | (D) Conduct performance appraisals | |

10. A formal organization is primarily concerned with	1	1	3
(A) Building personal relationships among employees	(B) Achieving organizational goals and objectives		
(C) Ignoring rules and regulations	(D) Promoting a relaxed work environment		
11. In a matrix organizational structure, employees report to	1	2	3
(A) Only one supervisor	(B) Multiple supervisors		
(C) No supervisor	(D) The CEO		
12. Departmentalization in organizational structure is -----	1	2	3
(A) A way to decorate office departments	(B) The process of dividing an organization into smaller units or departments		
(C) A method of organizing office supplies	(D) The process of hiring new employees		
13. In the context of organizational behavior, what does the acronym "OB" stand for	1	2	4
(A) Organizational Behavior	(B) Office Behavior		
(C) Occupational Behavior	(D) Organizational Bureau		
14. According to Maslow's Hierarchy of Needs, which needs are considered basic and must be satisfied before higher-level needs	1	1	4
(A) Self-actualization needs	(B) Esteem needs		
(C) Physiological needs	(D) Social needs		
15. Which motivational technique involves sharing financial gains or benefits with employees based on their individual or team performance?	1	2	4
(A) Profit sharing	(B) Job enrichment		
(C) Employee recognition	(D) Employee coaching		
16. Communication means	1	1	4
(A) Sending text messages	(B) The process of exchanging information and ideas		
(C) Talking loudly	(D) Writing a letter		
17. The primary purpose of managerial control in an organization is -----	1	2	5
(A) To increase employee morale	(B) To maximize profits		
(C) To improve communication	(D) To achieve organizational goals		
18. What does the acronym KPI stand for in the context of management control?	1	2	5
(A) Key Performance Indicator	(B) Key Process Improvement		
(C) Key Project Implementation	(D) Key Performance Evaluation		
19. Non-budgetary control techniques focus on	1	1	5
(A) Managing financial resources	(B) Setting specific financial targets		
(C) Monitoring employee productivity	(D) Improving operational processes		
20. In the context of project management, what does the acronym "PMO" stand for	1	2	5
(A) Project Management Oversight	(B) Project Manager's Office		
(C) Project Management Organization	(D) Project Management Office		

PART - B (5 × 4 = 20 Marks)

Answer **any 5** Questions

21. Enumerate the Challenges of Management	4	2	1
22. Analyze the factors influencing the policies	4	4	2
23. Examine the various steps in Decision making process	4	3	2

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24. Explain the Types of delegation of authority	4	2	3
25. Distinguish between group and individual behavior	4	2	4
26. Explain the various types of leadership	4	3	4
27. Elaborate the Importance of coordination	4	3	5

PART - C (5 × 12 = 60 Marks)

Answer **all** Questions

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28. (a) Explain in detail the Characteristics and functions of management (OR) (b) Critically Evaluate the Fayol's principles of management	12	3	1
29. (a) Discuss in details the Nature of planning and explain the Purpose of planning (OR) (b) Critically assess the objectives of planning	12	2	2
30. (a) Elaborate the characteristics of organizing and explain the Importance of organizing (OR) (b) Evaluate the various types of organizational structure with suitable examples	12	5	3
31. (a) Discuss in details the various techniques of Motivation (OR) (b) Explain the Barriers in communication and discuss the various steps for Effective communication	12	3	4
32. (a) Elaborate the elements of a management control system and explain the Management control techniques (OR) (b) Explain in details the Use of computers and Information Technology in Management control	12	4	5

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