

MMS/D-15
PRINCIPLES AND PRACTICE OF MANAGEMENT
PAPER-CP-101

Time Allowed: 3 Hours

Maximum Marks: 70

Note: Attempt any eight questions from Part-A of 5 marks each and three questions of 10 mark each from Part B.

PART-A

1. Differentiate between Managers, Leaders and Entrepreneurs.
2. What is MBO/ Why is preferred over traditional goal setting approach / Discuss its advantages.
3. Compare and contrast the Maslow hierarchy of Needs theory and Alderfer ERG theory
4. What is Span of control What factors help in deciding the ideal span of control
5. Figure out the factors or the conditions under which Decentralisation is considered a better Management approach
6. Briefly describe the various decision making models Discuss their assumptions and their suitability
7. Discuss various barriers of Communication keeping in view modern channels and which hampers effective communication process in modern technology oriented organizations
8. Why the conflict between Line , Staff and Functional Authorities take place Identify the key reasons for the conflict
9. Explain the various types of strategies formulated to position an organization in present day intense competitive environments.
10. Describe Systems approach to management. How it help in understanding the dynamics of Business and Society.

PART - B

11. Explain the Hawthorne experiment/study. Why this study is considered an important milestone in the development of various behavioral and human relation aspects of management? Describe its various experiments and comment on its relevance in the present times.
12. Critically evaluate the Contingency theories of Leadership and also discuss their practical implications in dealing with leadership crisis in modern day organizations
13. Discuss various quantitative and qualitative measures of Control. With the advent of information technology what new control techniques are being widely used in contemporary organizations? Elaborate.
14. What is Corporate Social responsibility? Why the concept has grown important over the years? What changes have been stipulated by Companies Act, 2013 for fulfilling Social responsibility of corporate houses?

15. Why the function of Staffing has been given a strategic importance these days?
Elaborate the range of activities which are performed under staffing function that helps an organization in building sustainable competitive advantages.