



Name :

Roll No. :

Invigilator's Signature :

CS/BTTM/SEM-3/TTM-302/2010-11

2010-11

PRINCIPLES OF MANAGEMENT

Time Allotted : 3 Hours

Full Marks : 70

The figures in the margin indicate full marks.

Candidates are required to give their answers in their own words as far as practicable.

GROUP – A

(Multiple Choice Type Questions)

1. Choose the correct alternatives for any ten of the following : 10 × 1 = 10

- i) “Motivating people in organizational settings to develop team work that accomplishes individual as well as organizational goals” refers to
 - a) employee relations
 - b) labour relations
 - c) interpersonal relations
 - d) human relations.

- ii) Scientific Management theory is a part of
 - a) classical approach
 - b) neo-classical approach
 - c) modern approach
 - d) none of these.



- iii) Which of the following is *not* a part of the manager's job ?
- a) Planning
 - b) Organizing
 - c) Controlling
 - d) Auditing.
- iv) The main contributor of the human relations theory is
- a) F. Taylor
 - b) Elton Mayo
 - c) Max Weber
 - d) None of them.
- v) Frederick Taylor is known for
- a) Bureaucracy
 - b) Scientific Management
 - c) Contingency model
 - d) None of these.
- vi) CSR is a activity for
- a) profit maximization
 - b) sales maximization
 - c) increasing the reputation of the firm
 - d) none of these.
- vii) Controlling in an organization
- a) is a continuous activity
 - b) one time activity
 - c) both (a) & (b)
 - d) none of these.
- viii) Training & development is a part of
- a) HR management
 - b) Marketing management
 - c) Sales management
 - d) None of these.



- ix) Contingency approach is
- a) a classical approach
 - b) working condition
 - c) a modern approach
 - d) none of these.
- x) The manager delegates authority to his juniors. Who is responsible for the actions of those juniors ?
- a) The juniors
 - b) The managers
 - c) The manager and his juniors
 - d) Depends upon the tasks.
- xi) Grapevine is likely to develop in
- a) formal group
 - b) the top boss
 - c) informal group
 - d) the external environment of the firm.
- xii) In the MBO process, the junior defines his objectives in consultation with
- a) the top boss
 - b) his supervisor
 - c) members of the external environment of the firm
 - d) staff specialists who are appointed to execute.



GROUP – B

(Short Answer Type Questions)

Write short notes on any *three* of the following.

3 × 5 = 15

2. Scientific management as a theory of management.
3. Laissez - fair as a leadership style.
4. The skills required at the top management level.
5. Importance of Man-power planning in staffing.
6. Different types of organization structure.

GROUP – C

(Long Answer Type Questions)

Answer any *three* of the following. 3 × 15 = 45

7. What is leadership ? What are the different types of leadership ? Explain. Briefly discuss the functions of a leader. 3 + 6 + 6
8. What are the nature and importance of planning ? What are the major principles of organizing ? 8 + 7
9. Define management. What are various roles of manager according to Mintzberg ? 5 + 10
10. What is manpower planning ? Why is it necessary ? Why are induction and placement programs important from an organizational point of view ? 4 + 6 + 5
11. What is controlling ? Why there is a need for control in an organization ? State the essential elements for effective controlling. 3 + 5 + 7

