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CS/HM/SEM-1/BHM-101/2012-1						
2012						
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 10×10						y ten of the following:
						$10 \times 1 = 10$
	i) Who was known as the father of				er of	Time and Work study?
		a)	Frederick T	`aylor	b)	Frank Gilbreth
		c)	Henry Gan	tt	d)	Staffing.
	ii)	Max	Weber	developed	the	concept in
	Management.					
		a)	Meritocrcae	су	b)	Democracy
		c)	Aristocracy	,	d)	Bureaucracy.
	iii) Motivation is a function of					
		a)	Organizing		b)	Directing
		c)	Staffing		d)	Controlling.
	iv) Concept of ERG theory was a contribution of					
		a)	McClelland	l	b)	McGregor

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d) Vroom.

Alderfer

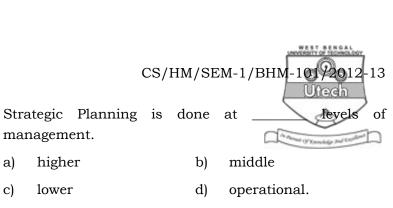
c)

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- v) Social responsibility includes
 - a) Depletion of natural resources
 - b) Profit Maximization
 - c) Ecology Protection
 - d) Business Environment.
- vi) Hawthorne Experiment has been conducted by
 - a) Elton Mayo
- b) Henry Fayol
- c) Harold Koontz
- d) Frederick Taylor.
- vii) The process of searching goals and suitable course of action for achieving goals is known as
 - a) Planning
- b) Controlling
- c) Organizing
- d) None of these.
- viii) Two-factor theory of motivation was proposed by
 - a) Hertzberg
- b) Alderfer
- c) McClelland
- d) Vroom.
- ix) Conceptual skills are more needed by
 - a) Functional management
 - b) Top management
 - c) Middle management
 - d) Junior management.
- x) The dispersal of authority at various levels of the organization is known as
 - a) Decentralization of authority
 - b) Definition of authority
 - c) Deployment of authority
 - d) Delegation of authority.

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- The process of searching and attracting prospective xii) applicants for a job is known as -
 - Placement a)

management.

higher

lower

xi)

a)

c)

- **Employment** b)
- c) Recruitment
- d) Appointment.

GROUP - B

(Short Answer Type Questions)

Answer any three of the following.

 $3 \times 5 = 15$

- 2. Management is both a science and an art - elucidate.
- What do you mean by "Training" and "Development"? 3. a)
 - Distinguish Training from Development. b)

2 + 3

- 4. Discuss Maslow's Hierarchy of needs theory.
- What do you understand by "Social Responsibility of 5. Management"?
- Distinguish Formal organization from Informal organization. 6.

GROUP - C

(Long Answer Type Questions)

 $3 \times 15 = 45$ Answer any *three* of the following.

7. Describe Fayol's Principles in detail. 15

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- 8. a) What is an organization? State its importance
 - b) Discuss different types of organization structure with appropriate diagram. (2 + 3) + 10
- 9. a) Define the term 'management'.
 - b) Write down the importance of management
 - c) Briefly describe Operational Approach to management.

2 + 6 + 7

- 10. a) Define Control
 - b) Discuss the steps involved in control
 - c) State the major features of a good control system.

3 + 5 + 7

- 11. a) What do you understand by Recruitment and Selection?
 - b) Discuss in brief the steps involved in recruitment of blue-collar employees in an industrial organization.

5 + 10

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