

Roll No. ....

Total Pages : 03

**BT-4/M-20**

**34103**

FUNDAMENTALS OF MANAGEMENT

HS-201N

Time : Three Hours]

[Maximum Marks : 75

**Note :** Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

### **Unit I**

1. Explain the Human Relations Movement. Highlight the major contributors, principles and functions of Human Relations School of management. Also highlight its relevance in the present time.
2. Attempt the following :
  - (a) Elaborate the contingency approach to management. Brief its key managerial implications.
  - (b) Why is management described as an art and a science ? Justify.

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## **Unit II**

3. Define Delegation of Authority. Is it different from Decentralisation ? Identify the factors or circumstances, which favour Delegation of Authority approach.
4. Define Organisational Structure. Is it different from Organisational Design ? Throw light on major types of Organisational Structure, which are widely recognised in the corporate sector.

## **Unit III**

5. What is Training Needs Identification ? Why is this considered as an important step of training process ? Discuss the methods through which training needs assessment can be performed.
6. Describe the following theories along with their practical implications :
  - (a) Two factor theory/Motivation-Hygiene theory
  - (b) Management Grid Theory.

#### **Unit IV**

7. Why the concept of Corporate Social Responsibility has been gaining importance day by day ? Mention arguments in favour of CSR as well as against it.
8. Elaborate the concept of MIS. Discuss its key functions. What are the advantages of MIS to a firm using it ? Highlight some of new trends/developments in MIS.