First Semester

PERSPECTIVES OF MANAGEMENT Time: Three hours Maximum: 70 marks SECTION A — $(5 \times 4 = 20 \text{ marks})$ Answer any FIVE of the following.

- 1. (a) Scope of Management.
 - (b) Henry Fayol.
 - (c) Long Range Planning.
 - (d) MBO.
 - (e) Need for Decentralisation.
 - (f) Importance of Delegation of Authority.
 - (g) Aggressive leaders.
 - (h) Need for directing.
 - (i) IT in controlling.
 - (j) Preventive control.

SECTION B — $(2 \times 10 = 20 \text{ marks})$ Answer any TWO of the following.

- 2. "Is Management Science or an Art"? Discuss.
- 3. What are the different steps involved in the process of planning?
- 4. What are the characteristics of a successful leader?
- 5. Define 'Productivity'. Suggest measures to improve productivity in a large scale organisation.

SECTION C —
$$(2 \times 15 = 30 \text{ marks})$$

Answer any TWO of the following.

- 6. What are the different levels of management found in a large scale organisation?
- 7. What is meant by formal organisation? Distinguish between formal and informal organisation.
- 8. Define 'Motivation'. Critically examine Maslow's theory on Motivation.
- 9. Define 'Control'. Elucidate the requirements of an effective control.

First Semester

HUMAN RESOURCE MANAGEMENT

Time: Three hours Maximum: 70 marks

SECTION A — $(5 \times 4 = 20 \text{ marks})$

Answer any FIVE of the following questions.

- 1. (a) Scope of HRM.
 - (b) Replacement chart.
 - (c) Job specification.
 - (d) Right sizing and downsizing.
 - (e) Distinguish training and development.
 - (f) Aptitude tests.
 - (g) Career paths.
 - (h) Need for promotion.
 - (i) Problems of indicipline.
 - (j) Reasons for employee turnover.

SECTION B —
$$(2 \times 10 = 20 \text{ marks})$$

Answer any TWO of the following questions.

- 2. Define 'HRM'. What are its objectives?
- 3. What is meant by Job Analysis? What are the various issues involved in it.
- 4. What are the sources of recruitment available for recruiting employees.
- 5. Write in detail 360 degree performance appraisal system.

SECTION C —
$$(2 \times 15 = 30 \text{ marks})$$

Answer any TWO of the following.

- 6. Explain about the internal and external environment which affect HRM programmes.
- 7. How do you assess the training needs in a large scale organisation? Explain.
- 8. Discuss the concept, need and importance of career planning.
- 9. Define 'Absenteeism'. What factors are responsible for absenteeism in Indian Industry?

First Semester

MANAGERIAL ECONOMICS

Time: Three hours Maximum: 70 marks

SECTION A — $(5 \times 4 = 20 \text{ marks})$

Answer any FIVE of the following.

- 1. (a) Determinants of demand.
 - (b) Nature of the Firm.
 - (c) Cost Forecasting.
 - (d) Types of cost.
 - (e) Duopoly.
 - (f) Features of Monopoly.
 - (g) GNP.
 - (h) Fiscal Policy.
 - (i) FDI.
 - (j) PPP.

SECTION B — $(2 \times 10 = 20 \text{ marks})$

Answer any TWO of the following.

- 2. What is meant by Demand? What are the various objectives of demand analysis?
- 3. What are the factors which are influencing short term and long term costs?
- 4. What is meant by Price Discrimination? What are the reasons for Price Discrimination?
- 5. Define 'National Income'. Outline the different concepts of National Income.

SECTION C — $(2 \times 15 = 30 \text{ marks})$

Answer any TWO of the following.

- 6. Discuss how price of a product is determined under perfect competition.
- 7. What are the methods available for calculation of National Income?
- 8. What is meant by the Business cycle? What are the different phases of Business cycles?
- 9. Critically examine the impact of LPG on Indian economy.

First Semester

HR SKILLS

Time: Three hours Maximum: 70 marks

SECTION A — $(5 \times 4 = 20 \text{ marks})$

Answer any FIVE of the following.

- 1. (a) Need for communication.
 - (b) Written communication.
 - (c) Feedback.
 - (d) Non verbal communication.
 - (e) Visual support.
 - (f) Coping with nervousness.
 - (g) Team building skills.
 - (h) Interviewing skills.
 - (i) Business letter.
 - (j) Good listener.

SECTION B — $(2 \times 10 = 20 \text{ marks})$

Answer any TWO of the following.

- 2. What are the advantages and disadvantages of oral communication?
- 3. What are the skills required by effective listening?
- 4. Outline the features of effective presentations.
- 5. What are the different stages involved in letter writing?

SECTION C — $(2 \times 15 = 30 \text{ marks})$

Answer any TWO of the following.

- 6. What is meant by interpersonal communication? What are the different foundations of Interpersonal communication?
- 7. Outline the different measures required to improve the communication more effective.
- 8. What precautions are required while conducting meetings?

9. "Report writing is an Art". Suggest measures for effective report writing.