

**PRINCIPLES OF MANAGEMENT
(HMTS 4101)**

Time Allotted : 3 hrs

Full Marks : 70

Figures out of the right margin indicate full marks.

Candidates are required to answer Group A and any 5 (five) from Group B to E, taking at least one from each group.

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

**Group – A
(Multiple Choice Type Questions)**

1. Choose the correct alternative for the following: **10 × 1 = 10**
- (i) The stage of group development wherein members develop a close relationship is known as
(a) forming (b) storming (c) norming (d) performing.
- (ii) A network of social relationship that arises spontaneously due to interaction at work
(a) formal organisation (b) informal organisation
(c) decentralised organisation (d) centralised organisation.
- (iii) Communication is not complete till
(a) the message is sent (b) the message is decoded
(c) the message is received (d) receiver gives proper feedback.
- (iv) Which one of the following is NOT an informational role of manager?
(a) leader (b) monitor
(c) disseminator (d) spokesperson.
- (v) In a situation where a decision needs to be taken, this parameter has to be present
(a) alternatives (b) urgency (c) money (d) profit
- (vi) This is not a hierarchy in Maslow's theory of motivation
(a) Esteem (b) Physiological (c) Satisfaction (d) Safety.
- (vii) What is the process of transferring an idea into words, symbols or charts for transmission known as
(a) bridge of meaning (b) decoding
(c) encoding (d) feedback.
- (viii) Which of the following is NOT an off the job training?
(a) Case exercise (b) Apprenticeship
(c) Role playing (d) Vestibule training.

- (ix) Under autocratic style of leadership, decision making is
(a) delegated (b) decentralized
(c) centralized (d) external.
- (x) In a situation where a decision needs to be taken, this parameter has to be present
(a) alternatives (b) urgency (c) money (d) profit.

Group - B

2. (a) Define partnership business. [(CO4) (Remember/LOCQ)]
(b) What are the advantages of sole proprietorship business? [(CO2)(Understand/LOCQ)]
(c) How will you differentiate a public and a private company? [(CO4)(Analyze/IOCQ)]
- 2 + 4 + 6 = 12**
3. (a) What are the functions of a manager? [(CO2)(Remember/LOCQ)]
(b) For which level of management 'Human relation skill' is required? Give your opinion. [(CO2)(Evaluate/HOCQ)]
(c) Discuss briefly the contribution made by Fredrick Winslow Taylor in the field of scientific management. [(CO1)(Analyze/IOCQ)]
- 4 + 3 + 5 = 12**

Group - C

4. (a) What are steps of organising process? [(CO4)(Remember/LOCQ)]
(b) Explain why an organisation would choose to be decentralised. [(CO4)(Evaluate/HOCQ)]
(c) Why is delegation considered essential for effective organising? [(CO5)(Analyze/IOCQ)]
- 4 + 4 + 4 = 12**
5. (a) Evaluate MBO as a performance appraisal technique. [(CO2)(Evaluate/HOCQ)]
(b) What are the ways of handling a situation of surplus manpower? [(CO5)(Understand/LOCQ)]
(c) Compare on the job and off the job training methods. [(CO2)(Analyze/IOCQ)]
- 5 + 3 + 4 = 12**

Group - D

6. (a) Mention the advantages of group decision making. [(CO3)(Remember/LOCQ)]
(b) What are the basic elements of decision making according to Simon? Explain briefly. [(CO3)(Remember/LOCQ)]
(c) Justify how coordination is not a separate function of management. [(CO2)(Analyze/IOCQ)]
- 4 + 4 + 4 = 12**

7. (a) Compare and contrast the stages of group development for permanent group and temporary group with diagram. [(CO3)(Analyse/IOCQ)]
 (b) What is the importance of communication for effective management? [(CO5)(Understand/LOCQ)]

7 + 5 = 12

Group - E

8. (a) Evaluate the following factors in the context of hygiene theory of motivation- Salary and incentives. [(CO5)(Evaluate/HOCQ)]
 (b) Bring out the common points between Maslow’s hierarchy and Alderfer’s ERG theories of motivation. [(CO5)(Analyse/IOCQ)]

6 + 6 = 12

9. (a) As a manager how will you choose the leadership style for your subordinate to maximise productivity?[(CO5)(Evaluate/HOCQ)]
 (b) Examine McKinsey 7s model as a tool for internal analysis of an organization. [(CO4) (Analyse/IOCQ)]

5 + 7 = 12

Cognition Level	LOCQ	IOCQ	HOCQ
Percentage distribution	31.25%	44.79	23.96

Course Outcome (CO):

Upon completion of the course, students will be able

1. To study the evolution of Management.
2. To understand various management functions and have some basic knowledge on different aspects of management.
3. To understand the planning process in an organization.
4. To understand the concept of organizational structure.
5. To demonstrate the ability to direct, lead and communicate effectively.
6. To analyse and isolate issues and formulate best control methods.

*LOCQ: Lower Order Cognitive Question; IOCQ: Intermediate Order Cognitive Question; HOCQ: Higher Order Cognitive Question

Department & Section	Submission link:
AEIE	https://classroom.google.com/c/NDA1MzI3MTk5MjM3/a/NDY0NjE3NjQ1Mzgy/details
BT	https://classroom.google.com/c/NDA1OTc4MDE1NDcy/a/NDU1Mzg0NTIyMDk4/details
CE-A	https://classroom.google.com/c/NDA5NDY3MjY2NzZw/a/NDY0ODczMzI0NTkx/details
CE-B	https://classroom.google.com/c/NDA5NTUzMTkwOTI2/a/NDY0NzA4Mjg1ODY1/details
CHE	https://classroom.google.com/c/NDA1MzkzOTU4NzM4/a/NDY0NzA5NDQxNzc2/details
CSE – A	https://classroom.google.com/w/NDE3NTM4NjkyOTU1/tc/NDY0NjIwNjIwNzUz
CSE – B	https://classroom.google.com/c/NDA1MzQ0MDEzMDU5/a/NDY0NzA1NTY1NTI3/details
CSE – C	https://classroom.google.com/w/NDE3NTM4NjkyMTc1/tc/NDY0NjIwNjIwNzUz
ECE – A	https://classroom.google.com/c/NDA2MTQwMTY1Mjc5/a/NDY0NzA1NTY1NzU5/details

B.TECH/AEIE/BT/CE/CHE/CSE/ECE/EE/IT/ME/7TH SEM/HMTS 4101/2021

ECE – B	https://classroom.google.com/c/NDE4NTg3NzkxNDQy/a/NDY0NjU5NTcwOTM0/details
ECE – C	https://classroom.google.com/c/NDA5NDcwNjY0OTE1/a/NDY0ODk1MTA4MjU1/details
EE	https://classroom.google.com/c/NDE4NTg2NjQ3NzIw/a/NDY0NjQwNDMwNzIy/details
IT	https://classroom.google.com/c/NDE4NTkxOTMzOTE2/a/NDY0NjYxNTI0NzI1/details
ME A	https://classroom.google.com/c/NDE4NTkxOTMzODI1/a/NDY0NjY1MTA5MTU4/details
ME-B	https://classroom.google.com/c/NDA1OTc4MDE1MjM5/a/NDU1Mzg2MTY3MzIy/details