

1M6111

Roll No. _____

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M. B. A. I Sem. (Main/Back) Exam., Dec. 2017

M-101A Fundamentals of Management

Time: 3 Hours

Maximum Marks: 70

Min. Passing Marks: 28

Instructions to Candidates:

- (i) *The question paper is divided in two sections.*
- (ii) *There are sections A & B. Section A contains 6 questions out of which the candidate is required to attempt any 4 questions. Section B contains short case study / application based 1 question, which is compulsory.*
- (iii) *All questions carry equal marks.*

SECTION-A

Q.1 Write a detailed note on-

[7+7=14]

- (a) Contingency Theory of Management.
- (b) Behavioural Theory of Management.

Q.2 Describe the typical process for making a decision & forming a plan of action. Also, how you react to instances that require immediate decisions.

[8+6=14]

Q.3 Analyse & discuss about-

[7+7=14]

- (a) Entrepreneurship & Re-engineering
- (b) Effective organizing & organization culture.

Q.4 A couple of years ago, managers told employees that “meet expectation” is the standard, so not many people received an “exceeds” rating. Is that changing?

Evaluate & Comment.

[14]

Q.5 Give your reviews on continuous process improvement with the dimension of quality.

Also, write the obstacles associated with TQM implementation.

[8+6=14]

Q.6 Explain the Management practices of

[7+7=14]

(a) Ratan Tata

(b) Bill Gates

SECTION-B

Case Study

Q.7 Selection involves the process of picking up the fit & rejecting the unfit. Candidates are screened in order to identify their skills required for particular job. Mr. Smith, an owner of an MMC, hires his employee through effective recruitment & selection process. In his MNC, selection is considered as a total process of acquiring & developing managers. In view of Mr. Smith, selection process is consistent with other events in the total process for it to be effective. He adopts a systematic selection process to select the best possible candidates for managerial positions.

(a) Explain the concept of “Picking up the fit & rejecting the unfit in selection process”

[7]

(b) Point out the significant steps practiced by Mr. Smith in selection of prospective candidates for management positions.

[7]