



MB 101 (N)

**First Semester M.B.A. Degree Examination, September 2016
Course – 01 : MANAGEMENT PROCESS (New)**

Time : 3 Hours

Max. Marks : 80

SECTION – A

1. Answer **any five** sub-questions. **Each** sub-question carries **3** marks. **(5×3=15)**
- Define the term Planning.
 - State the concept of MBO.
 - State the importance of delegation of authority.
 - What do you mean by span of control ?
 - What is break-even analysis ?
 - Who is an entrepreneur ? Give example.
 - Define leadership. List out different types of leadership styles.

SECTION – B

- Answer **any four** questions. **Each** question carries **5** marks. **(4×5=20)**
- Differentiate between strategic planning and operational planning.
 - Explain the factors determining the organizational structure.
 - Define departmentalization. What is need for departmentalization in an organisation ?
 - Discuss the advantages and disadvantages of informal organisation.
 - What do you mean by control ? Discuss the various types of control.
 - Explain the essential qualities of good leader with example.

SECTION – C

- Answer **any three** questions. **Each** question carries **10** marks. **(3×10=30)**
- Explain the 14 principles of Henry Fayol.
 - Describe the advantages that a functional structure offers to an organisation.

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10. What is formal plan ? Explain the importance of planning in the organisation.
11. Discuss the various modern techniques of decision making.
12. What are the essential characteristics of effective control ? Discuss.

SECTION – D

13. Case (**compulsory**) : **(1×15=15)**

Mr. Nath, a recently appointed production manager of Suntech Ltd. has decided to produce jute bags instead of plastic bags as these are banned by the government. He set a target of producing 1000 jute bags a day. It was reported that the employees were not able to achieve the target. After analysis he found that employees were demotivated and not putting in their best for achieving the target. Mr. Nath's behaviour is good towards the employees. His attitude is always positive. So he announced various incentive schemes for the employees like :

- a) Installing award or certificate for best performance.
- b) Rewarding an employee for giving valuable suggestions.
- c) Congratulating the employees for good performance.

Questions :

- 1) What are the functions of management highlighted in the above paragraph ?
 - 2) State the 'incentive' under which the employees are motivated.
 - 3) State any two values which the production manager wants to communicate to the society by his work and behaviour.
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