

Total No. of Pages : 02

Total No. of Questions : 06

PIT MBA (Sem.-1)

PRINCIPLE AND PRACTICES OF MANAGEMENT

Subject Code : MBA-101

Paper ID : [51181]

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A contains SIX questions carrying TWO marks each and students has to attempt ALL questions.**
2. **SECTIONS-B consists of FOUR questions each carrying TEN marks each and student has to attempt ALL questions.**
3. **SECTION-C is consist of ONE Case Study carrying EIGHT marks.**
4. **All Questions are Compulsory.**

SECTION-A

- 1. Write short notes on :**

- “Management contains elements of both science and art.”* Comment.
- Explain ethical dilemma.
- Discuss the disadvantages of decentralization.
- Importance of delegation.
- What is business process outsourcing?
- “Knowledge is an important aspect for any economy to develop.”* Comment.

SECTION-B

2. Explain the concept of management. Explain the different types of plans and discuss the functions of different levels of management.

3. *"Planning without control is meaningless and control without planning is a waste."* Comment.
4. *"The essence of management is coordinating all of the different functions."* In support of this statement explain the techniques used to ensure effective coordination.
5. Explain in detail the McKinsey's 7s approach with example.

SECTION-C

6. Case study: Read the case and answer the following questions ;

At a planning meeting held by the directors of Multi-Products Company Ltd. Each director presented his approach to profit and budget planning within their division. Two of the directors, Mr. Bhushan of the textile division and Mr. Ramesh of the chemical division, spent about 20 minutes each describing how their budget and profit projections were determined. Below are excerpts from their presentations: Mr. Bhushan: *'As divisional manager, I believe I have the best picture of the capabilities of the whole division. So, I set the target profit and sales goals for my managers. These goals present my expectations and simply call in each of managers and give them the sales and profit goals for their departments. Their performance is then measured against the goals I have set. If manager has a question about the target, I explain my reasons for setting the goal at a level.* Mr. Ramesh: *I feel my manager should determine the goals for their departments. I ask each manager to submit to me his projections for sales and profit. Once I receive these targets I increase them by fifteen percent to force creativity from my managers in order to achieve these modified goals. In this way I can identify my truly creative managers.'*

Questions

1. Compare the approaches to planning adopted by Mr. Bhushan and Mr. Ramesh.
2. Whose style do you consider more appropriate?
3. If you were a divisional manager which approach would you choose?