

Reg No.: _____

Name: _____

APJ ABDUL KALAM TECHNOLOGICAL UNIVERSITY
FIFTH SEMESTER B.TECH DEGREE EXAMINATION, DECEMBER 2018

Course Code: HS300

Course Name: PRINCIPLES OF MANAGEMENT

Max. Marks: 100

Duration: 3 Hours

PART A

Answer any three full questions, each carries 10 marks.

Marks

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|---|---------------------------------------------------------------------------------------------------------------------------|-------|
| 1 | a) List and elaborate five important roles of a manager | (5) |
| | b) With suitable examples, illustrate the Planning, Organizing, Staffing, Leading and Controlling functions of management | (5) |
| 2 | a) List any four forces of the external environment | (4) |
| | b) Why the management of the organizations of the new era differ from old ones? | (4) |
| | c) "New generation managers are multi skill experts" What do you mean by this? | (2) |
| 3 | a) Describe the philosophy of Scientific Management" | (5) |
| | b) List and illustrate the contributions of Gilbreth's | (5) |
| 4 | a) What is managerial ethics? Illustrate a situation in which whistle blowers perform ethical duty | (5) |
| | b) Explain the Mc Kinsey 7S Framework | (5) |

PART B

Answer any three full questions, each carries 10 marks.

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|---|-----------------------------------------------------------------------------------------------------------------------------------|-------|
| 5 | a) Define the terms: Plan, Objective, Goal, Policy and Rule | (5) |
| | b) Differentiate between Strategic, Administrative and Routine type planning | (5) |
| 6 | a) Describe the stages involved in the planning process | (5) |
| | b) With a block diagram, outline the structure of Management by Objectives MBO | (5) |
| 7 | a) Distinguish between line and staff functions with the aid of examples | (4) |
| | b) Define the term – Span of Control | (2) |
| | c) What is an organization chart? What are its merits and demerits? | (4) |
| 8 | a) Illustrate the difference between programmed and non programmed decisions by highlighting suitable examples | (5) |
| | b) Describe the following stages in creative process: Unconscious scanning, Intuition, developing insights and logical evaluation | (5) |

PART C

Answer any four full questions, each carries 10 marks.

- 9 a) Why empowerment is needed? (3)
b) Define delegation. Is it possible to delegate authority and responsibility? Why? (4)
c) What is recentralization of authority? (3)
- 10 a) What is a manager inventory chart? (3)
b) Distinguish the following: Recruitment, Selection, Placement and Induction (4)
c) List the advantages and limitations of interview as a selection technique (3)
- 11 a) What do you understood by the term Job Design? (3)
b) What are the requirements of the staff of the firm in order to call it as a culture responsive firm? (4)
c) How entrepreneurs differ from workers? (3)
- 12 a) List any six qualities of an effective leader (6)
b) Distinguish between trait approach and contingency approach to leadership (4)
- 13 a) Describe transactional and transformational leadership styles (5)
b) Illustrate how power and authority are utilized by an effective leader (5)
- 14 a) Define controlling and illustrate conventional feedback control mechanism (5)
b) With a block diagram and highlighting a situation, explain how a feed forward control mechanism works (5)

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APJ ABDUL KALAM TECHNOLOGICAL UNIVERSITY
FIFTH SEMESTER B.TECH DEGREE EXAMINATION(S), MAY 2019

Course Code: HS300

Course Name: PRINCIPLES OF MANAGEMENT

Max. Marks: 100

Duration: 3 Hours

PART A

Answer any three full questions, each carries 10 marks.

Marks

- | | | |
|---|-----------------------------------------------------------------------------------------------------|------|
| 1 | What are the ten managerial roles coming under Interpersonal, Informational and Decision roles. | (10) |
| 2 | a) Differentiate between internal and external environment of an organisation. | (4) |
| | b) Explain the importance of any four external factors which affect the working of an organisation. | (6) |
| 3 | a) What is Hawthorne experiment ? | (8) |
| | b) Discuss the impact of Hawthorne studies on management thought. | (2) |
| 4 | a) What are the assumptions of McGregor Theory X and Theory Y ? | (4) |
| | b) Explain Mckinsey 7-S frame work. | (6) |

PART B

Answer any three full questions, each carries 10 marks.

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|---|-------------------------------------------------------------------------------------------------------------------|------|
| 5 | a) Explain the system approach to MBO. | (8) |
| | b) Explain the benefits of MBO. | (2) |
| 6 | Discuss in detail the steps in planning. | (10) |
| 7 | a) What are the limitations in decision making ? | (4) |
| | b) How do you evaluate alternatives in decision making ? | (6) |
| 8 | a) Discuss decision under certainty, uncertainty and risk. | (5) |
| | b) Differentiate between programmed and non-programmed decisions with respect to organisationizational hierarchy. | (5) |

PART C

Answer any four full questions, each carries 10 marks.

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|----|-----------------------------------------------------------------------------------|------|
| 9 | What is meant by selection of a candidate? Explain the steps of selection process | (10) |
| 10 | a) Distinguish between centralisation and decentralisation of authority. | (4) |
| | b) Write any three advantages and disadvantages of decentralisation. | (6) |

- 11 a) What is meant by job design and explain the factors influencing it. (6)
- b) Differentiate between recruitment and selection. (4)
- 12 a) Define leadership. (2)
- b) Distinguish between transformational leadership and transactional leadership. (8)
- 13 a) Define the concept of controlling. (2)
- b) Explain the basic control process. (8)
- 14 a) What is meant by Break-Even-Analysis ? (7)
- b) Explain benefits and limitations of Break-Even Analysis. (3)

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APJ ABDUL KALAM TECHNOLOGICAL UNIVERSITY
FIFTH SEMESTER B. TECH DEGREE EXAMINATION(R&S), DECEMBER 2019

Course Code: HS300

Course Name: PRINCIPLES OF MANAGEMENT

Max. Marks: 100

Duration: 3 Hours

PART A

Answer any three full questions, each carries 10 marks.

Marks

- | | | | |
|---|----|-----------------------------------------------------------------------------------------------|-----|
| 1 | a) | Define management. | (2) |
| | b) | Explain the five managerial functions. | (8) |
| 2 | a) | Is management a science or art or both? | (4) |
| | b) | How do you view management in global, innovative and entrepreneurial perspective? | (6) |
| 3 | a) | Define scientific management. | (2) |
| | b) | Explain any four techniques in scientific management. | (8) |
| 4 | a) | Explain Ouchi's theory Z by differentiating between American and Japanese management. | (6) |
| | b) | Explain the postulates of Ouchi's theory and comment on its application in Indian conditions. | (4) |

PART B

Answer any three full questions, each carries 10 marks.

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|---|-----|--------------------------------------------------------------------------------------------------------------------------------------|------|
| 5 | | Explain the various steps involved in planning process. | (10) |
| 6 | a) | Define planning and discuss levels of planning. | (6) |
| | b) | Why planning and controlling are said to be inseparable- the Siamese twins of management. | (4) |
| 7 | a) | Define organizing. | (2) |
| | b) | Explain organisation levels in terms of narrow and wide spans with sketches and discuss its merits and demerits. | (8) |
| 8 | (a) | What is meant by decision making and rationality in decision making. | (4) |
| | (b) | Explain the three approaches to select an alternative in decision making such as experience, experimentation, research and analysis. | (6) |

PART C

Answer any four full questions, each carries 10 marks.

- 9 What is meant by staffing? Discuss the systems approach to staffing. (10)
- 10 Define delegation of authority and discuss advantages of delegation. (10)
- 11 Explain the steps in selection process of a candidate from receiving application to final selection. (10)
- 12 a) Define leadership. (2)
- b) Explain trait theory of leadership and discuss its advantages and limitations. (8)
- 13 a) Define controlling. (2)
- b) Differentiate and discuss feedforward and feedback control systems. (8)
- 14 a) Name and explain any four control techniques. (4)
- b) Explain the principle of preventive control and also discuss its assumptions and advantages. (6)

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APJ ABDUL KALAM TECHNOLOGICAL UNIVERSITY

Fifth semester B.Tech degree examinations (S) September 2020

Course Code: HS300**Course Name: PRINCIPLES OF MANAGEMENT**

Max. Marks: 100

Duration: 3 Hours

PART A*Answer any three full questions, each carries 10 marks.*

Marks

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|---|--------------------------------------------------------------------------------|-----|
| 1 | a) Explain personal characteristics needed for a manager? | (5) |
| | b) Discuss the steps involved in planning | (5) |
| 2 | a) Discuss Global, Innovative, and Entrepreneurial perspectives of management? | (5) |
| | b) Discuss various challenges in management? | (5) |
| 3 | a) Discuss Taylors principles in scientific management? | (5) |
| | b) List out human relations approaches by Mayo | (5) |
| 4 | a) Explain McGregors X Theory. | (5) |
| | b) Discuss the characteristics of contingency approach to management? | (5) |

PART B*Answer any three full questions, each carries 10 marks.*

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|---|--------------------------------------------------------------------------|-----|
| 5 | a) Discuss the importance of planning in an organisation | (5) |
| | b) List out and explain the types of plans? | (5) |
| 6 | a) Explain steps involved in planning? | (5) |
| | b) List out the elements of most effective MBO system | (5) |
| 7 | a) Explain the organization levels with wide and narrow span of control? | (5) |
| | b) List out different types of departmentation? | (5) |
| 8 | a) Discuss benefits and limitation of line and staff organisation? | (5) |
| | b) Explain the features of decision making under certainty, uncertainty? | (5) |

PART C*Answer any four full questions, each carries 10 marks.*

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|----|-----------------------------------------------------------------|-----|
| 9 | a) Explain the process of staffing? | (5) |
| | b) Discuss the advantage and disadvantages of decentralisation? | (5) |
| 10 | a) Differentiate between delegation and decentralisation? | (5) |

- b) What is the importance of cultural responsive organisations? (5)
- 11 a) Explain internal and external sources of recruitment? (5)
b) Discuss different stages of selection process? (5)
- 12 a) Discuss the difference between leading and managing? (5)
b) Explain the important characteristics of a leadership behaviour? (5)
- 13 a) Explain the advantages and disadvantages of a trait approach of leadership? (5)
b) Distinguish between Transactional and Transformational leadership? (5)
- 14 a) Explain the requirement of an effective control? (5)
b) Discuss various control techniques used by the management in an organisation? (5)
