

Total No. of Questions : 12]

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SEAT No. :

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[Total No. of Pages : 2

F.Y.M.C.A. (Faculty of Engineering)
MANAGEMENT THEORY & PRACTICES
(Semester-II) (2013 Course) (310913)

Time : 3 Hours]

[Max. Marks : 50

Instructions to the candidates:

- 1) *Answers to the two sections should be written in separate answer books.*
- 2) *Neat diagrams must be drawn wherever necessary.*
- 3) *Figures to the right side indicate full marks.*
- 4) *Assume suitable data if necessary.*

SECTION-I

- Q1) a)** Give in brief historical developments in the management philosophy. [4]
b) Write down skills of manager. [5]

OR

- Q2) a)** What are the main functions of management? Discuss them in the order of their importance to an Organization. [4]
b) What is the contribution of Henry Fayol to the management science? [5]

- Q3) a)** What are the different factors that affect forms of business organization? [4]
b) Draw block diagram & explain line & staff organization. [4]

OR

- Q4) a)** Explain the difference between formal & informal organization. [4]
b) Write difference between MOA & AOA. [4]

- Q5) a)** Explain Black and Mouton's Theory. [4]
b) Define leadership and explain importance of leadership to the organization. [4]

OR

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- Q6) a)** Explain Hersey and Blanchard's Theory. [4]
b) Which are the traits, behavioral and situational approaches for leadership style? [4]

SECTION-II

- Q7) a)** Explain conflict management in detail with their strategies. [5]
b) Explain total Quality Control in brief. [4]

OR

- Q8) a)** Explain Motivation Theory X,Y and Z. [4]
b) What are the steps in Business Process Re-engineering? Explain. [5]

- Q9) a)** Write role of MIS in academic structure. [4]
b) Explain the challenge and trends in Customer Relationship Management. [4]

OR

- Q10) a)** Explain transaction processing system in detail. [4]
b) Write a short note on- Supply Chain Management (SCM). [4]

- Q11) a)** Explain Principle of Rationality and Bounded Rationality. [4]
b) Explain Decision Making tools-Autocratic, Participative. [4]

OR

- Q12) a)** Write short note on-Herbert Simpson's Model. [4]
b) Explain the importance of Data Mining in Decision Support System. [4]

