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SEAT No. :

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F.Y. M.C.A. (Engineering) (Semester - II)
MANAGEMENT THEORY & PRACTICES
(2013 Pattern)

Time : 3 Hours]

[Max. Marks : 50

Instructions to the candidates

- 1) Attempt Q1 or Q2, Q3 or Q4, Q5 or Q6, Q7 or Q8, Q9 or Q10 and Q11 or Q12.
- 2) Neat diagrams must be drawn wherever necessary.
- 3) Figures to the right side indicate full marks.
- 4) Assume suitable data if necessary.

- Q1)** a) Explain Management as an Art, Science and Profession. Justify. [4]
b) What is contribution of Henry Fayol to the management Science? [4]

OR

- Q2)** a) What are the different types of organizational structure? [4]
b) Define Planning. Explain different steps involved in Planning. [4]

- Q3)** Differentiate between MOA and AOA in detail. [8]

OR

- Q4)** Explain difference between formal and informal organization. [8]

- Q5)** a) Explain Hersey and Blanchard's Theory. [5]
b) Which are the traits, behavioral and situational approaches for Leadership style? [4]

OR

- Q6)** a) Explain Black and Mouton's Theory. [4]
b) Write a difference between group and team. [5]

P.T.O.

- Q7)** a) Explain in brief Theory of X, Y, Z. [7]
b) Which are constructive conflicts? Explain in detail. [2]

OR

- Q8)** a) Explain in brief Six Sigma. [7]
b) What are the strategies for conflict resolution? [2]

- Q9)** a) Define E-business, E-commerce and E-collaboration. [4]

- b) Write short note on customer relationship management (CRM). [4]

OR

- Q10)** a) List application of MIS. [4]
b) Write short note on supply chain management (SCM). [4]

- Q11)** a) Explain decision making under risk. [4]

- b) Write a difference between Open System and Closed System. [4]

OR

- Q12)** a) Explain Principle of Rationality. [4]
b) Write short note on - Herbert Simpson's Model. [4]



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