

Reg No.: _____

Name: _____

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, 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

- | | | |
|---|---|-----|
| 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 understand by the term Job Design? (3)
b) What are the requirements of the staff of the firm in order to call it 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, DECEMBER 2017

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. | (3) |
| | b) Why management is called an art and science? | (3) |
| | c) In the context of a car manufacturing firm, describe any four elements of the external environment. | (4) |
| 2 | a) What is meant by competitive advantage? | (2) |
| | b) List any four important features of the organizations of the new era. | (4) |
| | c) What challenges are faced by the new generation firms? | (4) |
| 3 | a) List any four important contributions by FW Taylor. | (4) |
| | b) Why Elton Mayo's studies is called human relations management? | (2) |
| | c) State Douglas Mc Gregor's Theory X and Theory Y | (4) |
| 4 | a) Distinguish between system approach and contingency approach. | (4) |
| | b) Draw 7S Framework. | (3) |
| | c) Describe any one instance of application of Corporate Social Responsibility. | (3) |

PART B

Answer any three full questions, each carries 10 marks.

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|---|---|-----|
| 5 | a) List any four objectives of planning | (4) |
| | b) Who require strategic planning? Why? | (3) |
| | c) Distinguish between plan, goal and procedure. | (3) |
| 6 | a) List the steps of the planning process adopted in a production firm. | (4) |
| | b) Why the planning of lower level managers is considered easier? | (3) |
| | c) List the advantages of Management by objectives. | (3) |
| 7 | a) Define span of control. | (2) |
| | b) Classify the factors affecting the span of control. | (5) |
| | c) What is meant by departmentation? | (3) |
| 8 | a) List the merits and demerits of line organization structure (three each) | (6) |
| | b) Why decision making is a difficult task? (four reasons) | (2) |
| | c) List any two methods to deal with decision making under uncertainty. | (2) |

PART C

Answer any four full questions, each carries 10 marks.

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|---|---|-----|
| 9 | a) Write a note on staffing function of management. | (3) |
| | b) Give three reasons for the delegation of authority. | (3) |
| | c) List out the important characteristics of entrepreneurs. | (4) |

- 10 a) What is meant by –“Centralization of authority” (3)
b) List the steps of selecting engineers in a production firm. (5)
c) List four important interpersonal skills to be possessed by a manager. (2)
- 11 a) Explain the need of Job Design, indicating the factors influencing it. (4)
b) What is meant by a culture responsive organisation? (3)
c) List three important characteristics of global type organisation. (3)
- 12 a) How does a leader differ from a manager? (4)
b) Explain trait approach to leadership and contingency approach. (6)
- 13 a) Describe any two type of leadership styles. (4)
b) List six important qualities of a leader. (6)
- 14 a) Explain the process of controlling function with the aid of a sketch. (5)
b) Distinguish between feed back and feed forward control mechanisms. (5)

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