

Seat No. : _____

DD-157

December-2018

F.Y. M.B.A., Integrated

Business Management-I

Time : 2:30 Hours]

[Max. Marks : 70

1. (A) Explain managerial skills require at different levels of Management. **7**
(B) Define the word "Management". Explain difference between Management and Administration. **7**

2. (A) Discuss the pros and cons of Planning. What should be done to overcome its limitations ? **7**
(B) Define Decision Making. Explain various classifications of decisions a manager is require to take in organization context. **7**

OR

- (A) Elucidate different forms of plan for repetitive activities of organization.
(B) Elaborate the term "Business Forecasting". Discuss the various techniques of Forecasting with illustration.

3. Write any **Two** from the following : **14**
(A) Describe contingency approach to determine Span of Management for manager.
(B) "Sound organization structure is an essential prerequisite of efficient management". – Explain the statement with distinct principles which should be followed to develop sound and efficient organization structure.
(C) Explain situational factor which organization should consider in determining the amount of decentralization appropriate for it.

4. (A) What is Selection ? Explain various steps involved in the Selection Process. **7**
(B) Define Training. Discuss Training methods for operatives. **7**

OR

List out all the Performance Appraisal methods (only the names). Discuss in detail Checklist method and Ranking method along with its merits and demerits.

5. Answer any **Two** from the following : **14**
(A) Describe in detail various correlates of Job Satisfaction.
(B) Explain Herzberg's two factor theory of motivation with advantages and limitations.
(C) Write a detail note on Theory Z of motivation.
(D) Discuss Fiedler's Contingency model of leadership.