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Reg No.: \_\_\_\_\_

Name: \_\_\_\_\_

**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

- |   |  |     |
|---|--|-----|
| 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)

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