

Time : 3 Hours

Total Marks : 80



- N. B. (1) Question no.1 is compulsory
(2) Attempt any three questions from the remaining
(3) Figures to the right indicate full marks
(4) Support your answers with examples / case studies wherever possible

1. (a) Explain 14 principles of Administrative Management 10
(b) How is Personnel Management different from HR Management? Give its functions. 10
2. (a) Taking a case of purchase of particular product or alternative, develop a decision making process to evaluate alternatives and criteria for best selection. 12
(b) Define Organization. Discuss on different Organization types. 08
3. (a) Is management an Art or Science? 05
(b) What are the roles and duties of Manager? 10
(c) What is contingency approach of Management? 05
4. (a) Give the differences between Training and Development. 04
(b) Explain the different methods of training. 10
(c) Define Industrial Disputes. What are the measures to curb them? 06
5. (a) What is collective bargaining? Discuss on Workers Compensation Act. 10
(b) Define Motivaton. Explain Maslow's hierarchy of needs theory. 10
6. (a) Write short note on : Morale and Job Satisfaction 10
(b) Explain the guidelines for effective communication in organization. 10
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