

QP Code : 722400

(3 Hours)

[Total Marks : 80



- N.B.:** (1) **Questions No.1 is compulsory**
(2) Attempt **any three** questions out of remaining five questions.
(3) Figures to the right indicate **full marks**.
(4) Support your answer with examples / cases wherever possible.

1. Differentiate between the following : **(any four)** 20
 - (i) Manipulation and Motivation
 - (ii) Bureaucratic Leadership and Democratic Leadership
 - (iii) Job Enlargement and Job Enrichment
 - (iv) Behavioral Management Approach and Contingency Management Approach
 - (v) Morale and Job Satisfaction

2. (a) Explain early thoughts of Management as devised by Henry Fayol. 10
(b) Define Organization Structure. Explain types of organizational structures with Examples. 10

3. (a) Explain in detail " Group behavior". Give examples of types of groups. 10
(b) What are the principles of effective communication? Enlist the barriers of communication. 10

4. (a) Explain the operative and Managerial functions of Personnel Management. 10
(b) Explain any two different theories of Motivation with examples 10

5. (a) Explain the terms :Job description, Job Analysis, Job Evaluation and Recruitment. 10
(b) Give the differences between Training and Development. What are the steps and types of Training adopted in Industries. 10

6. Write short notes on : **(any four)** 20
 - (a) Collective Bargaining
 - (b) Workman's Compensation Act
 - (c) Trade Unions and Managing Conflicts
 - (d) Management by Objectives
 - (e) Performance Appraisal