

This question paper contains 4 printed pages ]

**Code No. : 14(I)**

Roll No. ....

**0(CCEM)9**

**MANAGEMENT**

**Paper : I**

**Time Allowed : 3 hours ]**

**[ Maximum Marks : 300**

- Note :**
- (i) Answers must be written in English.
  - (ii) Number of marks carried by each question are indicated at the end of the question.
  - (iii) Part/Parts of the same question must be answered together and should not be interposed between answers to other questions.
  - (iv) The answer to each question or part thereof should begin on a fresh page.
  - (v) Your answers should be precise and coherent.
  - (vi) Attempt five questions in all, choosing at least two questions from each Section.

**SECTION – A**

1. (a) What are various types of decisions a manager is required to make in an organisational setup ? Explain with suitable examples. 30

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(b) What are main barriers to effective communication ? Explain ways how to overcome these barrier, with examples. 30

2. How do conflicts get generated in an organisational situation ? How does it impact the group behaviour and functioning of the organisation ? Explain with examples. 60

3. (a) Distinguish between Formal and Informal Organisations. Briefly discuss the factors which influence the choice of structure in an organisation. 30

(b) What are the antecedent conditions which serve as stimuli for change to be undertaken in an organisation ? 30

4. Write short notes on any *three* of the following :  
20 × 3 = 60

(a) MBO,

(b) Span of control and levels of management,

(c) Pre-requisites for Effective Delegation,

(d) Theory X and Y,

(e) Motivation and morale.

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## SECTION - B

5. What causes national income to rise or fall ? How are consumptions and savings related with income ?  
40 + 20 = 60
6. Why do pricing decisions depend on the different market structures ? In what type of market conditions, price discrimination is appropriate and sustainable ?  
30 + 30 = 60
7. (a) What do you mean by "Transportation problem" ?  
20
- (b) The following table gives the factory to warehouse shipping costs in rupees, quantities available at each of the factories X, Y and Z, and requirements at each of the warehouses A, B, C and D. Determine initial feasible solution by North-West corner rule and by Lowest-Cost entry method :  
40

Factory	Shipping Costs : (Rs.)				Quantity Available
	Warehouses :				
	A	B	C	D	
X	3	2	5	2	15
Y	2	1	4	4	24
Z	2	3	4	3	21
Quantity Required	13	12	16	19	60

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8. Write short notes on any *three* of the following :  
20 × 3 = 60

- (a) Poisson Distribution and its use in business situations,
- (b) Merits and demerits of arithmetic mean and mode,
- (c) Karl Pearson's Coefficient of Correlation : Method, Assumptions, and Interpretation,
- (d) Chi-square distribution and Chi-square test of 'goodness of fit',
- (e) Decision - Tree Analysis with an example.

Quantity	Quality	Quantity	Quality
1	2	3	4
2	3	4	5
3	4	5	6
4	5	6	7
5	6	7	8
6	7	8	9
7	8	9	10
8	9	10	11
9	10	11	12
10	11	12	13

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