

Roll No.

Total Pages : 2

BT-3/D-21

43161

FUNDAMENTALS OF MANAGEMENT

Paper–HM-905A

Time : Three Hours]

[Maximum Marks : 75

Note : Attempt *five* questions in all, selecting *one* question from each unit.

UNIT-I

1. Define management. What constitute business environment? Discuss. 15
2. Discuss Fayol's contribution to management thoughts. 15

UNIT-II

3. Define financial management. Discuss the status and duties of financial executives in an organisation. 15
4. Write a detailed note on various short-term and long-term sources of finance. 15

UNIT-III

5. Elucidate the objectives and functions of personnel management. 15
6. Clarify the meaning of job analysis, job description, and job specification. Write down the job description, and job specification for the post of computer engineer at entry level. 15

UNIT-IV

7. (a) Clarify the nature of production management.
(b) Bring out the comparison among job, batch and flow production. 15
8. Clarify the nature and scope of marketing management. 15

