

Roll No.

Total Pages : 02

BT-3/D-23

43172

FUNDAMENTALS OF MANAGEMENT
HM-905A

Time : Three Hours]

[Maximum Marks : 75

Note : Attempt *Five* questions in all, selecting *one* question from each Unit. Q. No. 1 is compulsory.

(Compulsory Question)

3. Write notes on the following : 5×3=15
- (a) Management functions.
 - (b) Source of finance.
 - (c) Job description and job specification.
 - (d) Introduction to HRD.
 - (e) Modern marketing concepts.

Unit I

2. Discuss briefly meaning, objectives and social responsibility of business environment. 15
3. Write notes on the following : 8+7
- (a) Henry Fayol's principles.
 - (b) Nature of management.

Unit II

4. Discuss briefly the introduction, finance management and objectives of financial decision. **15**
5. What do you understand by the term capital structure ? Discuss the feature of capital structure. **15**

Unit III

6. Discuss briefly meaning, importance and process of job analysis. **15**
7. Discuss the nature, scope and functions of personnel management in an industrial organization. **15**

Unit IV

8. Discuss the meaning and importance of production control. Discuss the steps involved in production control. **15**
9. Bring out briefly the meaning, nature and scope of international marketing. **15**