

Roll No. ....  
Printed Pages : 2

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BT-4 / M-17

**FUNDAMENTALS OF MANAGEMENT**  
**Paper-HS-201 N**

*[Time allowed : 3 hours]*

*[Maximum marks : 75]*

*Note : Attempt five questions in all by selecting at least one question from each unit.*

**Unit-I**

1. Throw light on the significant theories, principles and concepts which belong to human relations school of management and evaluate their relevance in contemporary business environment.
2. Differentiate between Scientific approach and modern approach to management. What approach do you think is more suitable in the contemporary business environment?

**Unit-II**

3. Elucidate the process of strategy formulation and throw more light on types of strategies which are widely observed in industrial frontiers.
4. Write notes on :
  - (a) Discuss the widely observed types of departmentalisation.
  - (b) Identify the reasons of conflict between line and staff organisational authorities.

**Unit-III**

5. Critically evaluate the Transactional and Transformational Theories of Leadership and discuss their practical implications in dealing with leadership crisis in modern day organisations.

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6. Define Performance Appraisal. How it is different from Performance Management ? Discuss the important things to be considered while designing a performance appraisal program for Software engineers of an MNC.

**Unit-IV**

7. Discuss various quantitative and qualitative measures of control. With the advent of information technology what new control techniques are being widely used in contemporary organisations? Elaborate.
8. What is Corporate Social Responsibility ? Why the companies are investing in high numbers for CSR ? Discuss the scope/range of activities performed under this concept by business organisations of present times.

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