

Roll No.

Total No. of Pages : 1

BT6/M11

8684

Fundamentals of Management

Paper : HUT-302E, Option : I

Time : Three Hours]

[Maximum Marks : 100

Note :— Attempt **FIVE** questions in all, selecting **ONE** question from each unit and the **FIFTH** question may be attempted from any unit. All questions carry equal marks.

UNIT—I

1. Define Working Capital. Examine critically the factors affecting the requirement of Working Capital of a company.
2. What do you mean by capital structure of a corporation ? Discuss features of appropriate capital structure.

UNIT—II

3. What do you mean by personnel management ? Discuss operative functions of personnel management.
4. Define Job analysis. Discuss process of Job analysis.

UNIT—III

5. What do you mean by production management ? Discuss objectives of production management in detail.
6. Define production control. Discuss steps involved in production control.

UNIT—IV

7. Define marketing mix. Discuss inputs of marketing mix in detail.
8. Discuss Marketing Information System in detail.

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