

JK LAKSHMIPAT UNIVERSITY, JAIPUR

INSTITUTE OF ENGINEERING AND TECHNOLOGY

End Term Examination (Regular/Backlog), Nov.-Dec.2015

B. Tech. in CE/CHE/CSE/ECE/EE/ME Semester III

Roll No.....

HS302 : Principles of Management for Engineers

Time: 3 hours

Max. Marks: 100

Instructions to students:

1. Do not write anything other than your roll number on question paper.
 2. Assume suitable data wherever required and mention it clearly.
 3. Writing appropriate units, nomenclature, and drawing neat sketches/schematics/ flow chart wherever, required are an integral part of the answer.
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|------|---|----|
| Q.1A | Write short notes (5 questions @ 2 mark) | 10 |
| i. | Functions of management | |
| ii. | Role of a leader | |
| iii. | Importance of coordination | |
| iv. | Effective communication | |
| v. | Advantages of controlling | |
| Q.2 | "Managers at all level require some competence in each of the technical, human and conceptual skills". Analyze this statement with suitable examples from your work experience. | 10 |
| Q.3A | Discuss the importance of management in the present day world. | 05 |
| Q.3B | Identify some of the organizations that you come across in day to day life such as your college, grocery shop, a cinema hall, a hospital, etc. Describe the important functions of management in these organizations. | 05 |
| Q.4A | Describe in detail the social performance of business in India. | 05 |
| Q.4B | "Planning is essentially forward looking". Explain. | 05 |
| Q.5A | "The essence of a strategy is in being different from rivals". Explain. | 05 |
| Q.5B | "Decision making is primary task of a manager". Comment | 05 |
| Q.6A | Discuss the importance of rationality in decision making. | 05 |
| Q.6B | What are the important steps in the process of organizing? | 05 |
| OR | | |
| Q.6B | "Delegation of authority is not the loss of power, it is enhancement of power". Explain this statement. | 05 |
| Q.7A | What is the role of coordination in management? How can you achieve effective coordination? | 05 |
| Q.7B | You have been asked to organize the recruitment and selection of the office staff for a new branch office. Indicate the possible sources of man-power supply. | 05 |

OR

Q.7B Why training is required for the effective functioning of an organization? 05

Q.8A "Motivation is the core of management". Discuss. 10

Q.9A **Learning a new job-** 20

Basanti Lal accepted a new promotion with mixed feelings. He was proud of having his work recognized, but he had some doubts about how he would like the new work. His former job had involved regular contacts with salesmen; trouble-shooting, helping them with special customer problems, and so on. His new job in market research was essentially a research job working with industry marketing reports, and the like.

Basanti Lal missed the routine of his old office and the men he had worked with. He had a private office now, but he felt he really did not have the educational background for the job. When he submitted his first report, the division head was nice enough- suggesting some changes that in fact meant that Basanti Lal had really used the wrong approach. His boss said not to worry. "We all have to learn a new job".

Discuss questions-

1. What should now be done to correct the situation?
2. Could this situation have been avoided altogether? How?