

JK LAKSHMIPAT UNIVERSITY, JAIPUR

INSTITUTE OF ENGINEERING AND TECHNOLOGY

End Term Examination (Regular/Backlog), November 2016

B. Tech/ M. Tech (as applicable) in All braches Engineering, Semester III

Roll No.....

COURSE CODE: **HS 302:** 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.

Q.1A : Objective type multiple choice questions (10 questions @ 1 mark)

(10 Marks)

(i) Organizational design is based on decisions about_____

- a. work specialization and departmentalization
- b. chain of command and span of control
- c. centralization and decentralization
- d. all of the above

(ii) Sales responsibilities divided into the Southwest, Midwest, southern, northern, and western regions would be an example of what type of departmentalization?

- a. product
- b. geographic
- c. process
- d. outcome

(iii) Functional departmentalization groups jobs by_____.

- a. tasks they perform
- b. territories they serve
- c. products or services they manufacture or produce
- d. type of customer they serve

(iv) _____ refers to the rights inherent to a position that allows a manager to tell subordinates what to do and expect them to do it.

- a. Responsibility
- b. Unity of command
- c. Chain of command
- d. Authority

(v) The theory that a person should report to only one manager is called _____.

- a. authorized line of responsibility
- b. unity of command
- c. responsibility factor
- d. chain of command

(vi) Trends in the past few years have centered on a _____ span of control to reduce costs and speed decision making.

- a. narrower
- b. wider
- c. deeper
- d. stable

(vii) When managers standardize employee behavior through rules and procedures, the jobs are becoming more_____.

- a. diversified
- c. vertical

- b. formalized
- d. horizontal

(viii) As the number of employees in an organization grows, structure tends to become more _____.

- a. specialized
- c. centralized

- b. informal
- d. both a and b

(xi) Within Maslow's hierarchy of needs, the need for belonging is associated with _____.

- a. physiological needs
- c. social needs

- b. safety needs
- d. esteem needs

(x) McGregor assumed that people who were lazy would normally be viewed through _____.

- a. Theory X
- c. Social Needs Theory

- b. Theory Y
- d. Physical Needs Theory

Q. 2 Short answer type questions (4 questions @ 2.5 marks) (10 Marks)

- (i) Define mission and vision
- (iii) Define Decision Making

- (ii) Define strategy
- (iv) Define Decentralization

Q. 3 A. Define Scientific Management. (5 Marks)

Q. 3 B What are the different bases of power? (5 Marks)

Q. 4 A List the contributions of Fayol towards Management. (5 Marks)

Q. 4 B Define Leadership. (5 Marks)

Q. 5 A What do you understand by the term "Management Process"? (5 Marks)

Q. 5 B Discuss the importance of decision-making in management. (5 Marks)

Q. 6 A Bring out the factors affecting centralization / decentralization. (5 Marks)

Q. 6 B Define leader and leadership and explain why managers should be leaders. (5 Marks)

OR

Q. 6 B Explain various types of Controlling with suitable example. (5 Marks)

Q. 7 A Do followers make a difference in whether a leader is effective? Define. (5 Marks)

Q. 7 B Explain the basic steps in the control process. (5 Marks)

OR

Q. 7 B Write a short note on Business Ethics. (5 Marks)

Q. 8 What is meant by 'Controlling'? Discuss the importance of controlling. (10 Marks)

Q. 9 A "An organization can have no structure". Do you agree or disagree with this statement? Explain. (10 Marks)

Q. 9 B Write a short note on "Social Responsibility of business". (10 Marks)

OR

Q. 9 B What is motivation? Explain the three key elements of motivation. (10 Marks)