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CSM—44/23

PART—II/PAPER—VI

MANAGEMENT

PAPER—I

Time : 3 Hours

Full Marks : 250

The question paper contains **18 (Eighteen)** *questions in* **GROUP—A, (12)** *and* **GROUP—B, (06)** *together.*

GROUP—A

Candidates to attempt **10 *(ten)*** *questions within word limit of* **250**. *Each question carries* **15** *marks.*

1. Examine the four approaches of management which paved for the concept of management. Briefly explain the theories in each approach.

2. Explain the steps involved in the decision-making process with a suitable example. Briefly explain the four ways the management/ managers make decisions. Differentiate between programmed and non-programmed decisions.

3. Discuss in detail about the characteristics of a mission statement and list the benefits of having a clear vision and mission statement. How often do you think a firm's vision and mission statements should be changed?

4. What is controlling and why is it important in managerial function? Describe the controlling process. What are the contemporary issues in controlling?

5. Discuss in detail about the types of designing a strategic business unit with the help of an example structure and list its advantages and disadvantages.

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6. Compare and contrast the Herzberg two-factor theory of motivation and McClelland's theory of needs. Provide practical examples to illustrate the application of these theories.

7. Explain in detail about the barriers of organizational communication. How to overcome the barriers in communication?

8. Discuss the evolution of the transformational leadership model. How does the transformational leadership model work? What are the characteristics of transactional leadership and transformational leadership?

9. Differentiate among traditional, interactionist and managed-conflict views of conflict. Describe in detail the various stages of conflict process.

10. Discuss the importance of the test of significance 't', 'f' and chi-square. How are they useful in making decisions using quantitative data? Discuss the assumption underlying their usage.

11. A company that operates 10 hours a day manufactures two products on three sequential processes. The following table summarizes the data of the problem. Formulate an LP problem using the given data :

Product	Process 1 (min / unit)	Process 2 (min / unit)	Process 3 (min / unit)
1	10	6	8
2	5	20	10

Discuss in detail the transportation problem and its variants with suitable examples and the application of linear programming.

12. A small maintenance project consists of the following 10 jobs, whose precedence relationships are identified by their node numbers :

Job	Alternative (Initial Node, Final Node)	Estimated Duration (Days)
a	(1, 2)	2
b	(2, 3)	3
c	(2, 4)	5
d	(3, 5)	4
e	(3, 6)	1
f	(4, 6)	6
g	(4, 7)	2
h	(5, 8)	8
i	(6, 8)	7
j	(7, 8)	4

Draw an arrow diagram representing the project. Calculate early and late start and finish times for each job. Which jobs are critical and identify the critical path?

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GROUP—B

Candidates to attempt **05** ***(five)*** *questions within word limit of* **300**.
Each question carries **20** *marks.*

13. What is responsibility centre and its nature? Explain in detail about different types of responsibility centres with suitable real-world examples. How do they contribute to the performance of the organisation?

14. Examine in detail about the transfer pricing and its objectives. What are the methods that exist in today's scenario for fixing the transfer pricing?

15. Describe the costs that are involved in Cost-Volume-Profit analysis. Give graphical representation for the Cost-Volume-Profit analysis. Explain the limitations and advantages of using the Cost-Volume-Profit analysis.

16. Examine the relationship between strategic planning and budget and explain budgeting in contrast with forecasting. What are the uses of preparing a budget in the organisation?

17. What did you understand by the concept of 'macro business environment'? Explain in detail about the constituents of macro business environment in the context of Indian economy.

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18. Discuss the prospects and problems of corporatization with an example. Does corporatization really needed in the Indian context? Comment your views.

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