

1(CCE.M)2
Management—I
(14)

Time : Three Hours]

[Maximum Marks : 300

INSTRUCTIONS

- (i) Answers must be written in English.
- (ii) The number of marks carried by each question is indicated at the end of the question.
- (iii) The answer to each question or part thereof should begin on a fresh page.
- (iv) Your answer should be precise and coherent.
- (v) The part/parts of the same question must be answered together and should not be interposed between answers to other questions.
- (vi) Candidates should attempt **five** questions in all, choosing at least **two** questions from each Section.
- (vii) If you encounter any typographical error, please read it as it appears in the text-book.
- (viii) Candidates are in their own interest advised to go through the General Instructions on the back side of the title page of the Answer Script for strict adherence.
- (ix) No continuation sheets shall be provided to any candidate under any circumstances.
- (x) Candidates shall put a cross (×) on blank pages of Answer Script.

- (xi) No blank page be left in between answer to various questions.
- (xii) No programmable Calculator is allowed.
- (xiii) No stencil (with different markings) is allowed.

SECTION–A

1. (a) Explain the dynamics of Organisational Behavior. 20
 (b) Understanding human behavior is a complex phenomenon and very difficult to define in absolute terms. It is primarily consisting of both social and psychological factors for understanding human behavior. 40
2. Answer any **three** of the following : 3×20=60
 - (a) Centralisation Vs. Decentralisation
 - (b) Delegation
 - (c) Role of IT in management
 - (d) Conflict
 - (e) McGregor contributions.
3. "Over the last six decades, the Indian Economy has experienced a gradual structural change". Discuss various new economic reforms that unfolded during the six decades of Indian Economy. 60
4. (a) What is statistical average ? Explain the properties of a good average. 20
 (b) The numbers 3.2, 5.8, 7.9 and 4.5 have frequencies x, x+2, x-3 and x+6 respective. If the arithmetic mean is 4.876, find the value of x. 40

SECTION–B

5. Answer any **three** of the following : 3×20=60
 - (a) Cost-Benefit analysis.
 - (b) Draw and explain the concept of Break–even chart.
 - (c) Mutually exclusive projects.
 - (d) Fiscal policy.
 - (e) W P I (Wholesale Price Index)

6. "Malsow's Hierarchy of needs states that we must satisfy each need in turn, starting with the first to reach our higher order needs". Draw the hierarchy chart.

Required :

- (a) Critically discuss the above statement with suitable examples, keeping in mind the hierarchy of needs. 30
- (b) Keeping the contemporary scenario do you see any change in the hierarchy of needs ? Why ? Why not ? 30
7. (a) Discuss the applications of Linear Programming. 20
 (b) What is optimal decision ? Explain maximax and minimax criterion. 40
8. Part "a" is compulsory. Of the remaining parts i.e. 'b' 'c' and 'd' answer any **two** :
 - (a) The coefficient correlation between two variables x and y is 0.48. The co-variance is 36. The variance of 'x' is 16. Find the standard deviation of "y". 20
 - (b) Define Hypothesis. What is Simple and Composite Hypothesis ? 20
 - (c) Explain with suitable examples " Null and alternative" Hypothesis. 20
 - (d) 'Risk Vs. Uncertainty'. Explain. 20