

CSM : 14

MANAGEMENT PAPER - I

Time Allowed : 3 hours

Full Marks : 100

Marks for each question is indicated against it.

Attempt any 5 (five) questions taking not more than 3 (three) questions from each Part.

PART A

1. Explain the concept, principles and objectives of scientific management as propounded by Frederick W Taylor. **(6+6+8=20)**
2. What are the factors that cause stress at the workplace? Discuss some of the ways stress is managed at the individual and organisational level. **(8+12=20)**
3. Critically analyze the development of classical, neo-classical and contingency approach to organisational design. **(6+6+8=20)**
4. Explain Schumpeter's and Drucker's theories of entrepreneurship. Bring out the role of entrepreneurs in the process of economic growth with special reference to India. **(10+10=20)**

PART B

5. What are the pre-requisites for introducing Human Resources Information System (HRIS) in an organization? How is HRIS advantageous over manual system? Discuss how it can be made more effective and useful. **(7+7+6=20)**
6. What are the major members of a typical marketing channel? Discuss the roles they play in the process of moving products from manufacturer to consumer. **(5+15=20)**
7. Write short notes on the following: **(4×5=20)**
 - (a) Job and Process Costing
 - (b) Zero-base budgeting
 - (c) Costing and variance analysis
 - (d) Absorption costing
8. What do you understand by the term 'Financial Management'? Describe the main functions of a financial manager. Why is the goal of wealth maximization better than profit maximization? Elaborate. **(5+5+10=20)**