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NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, (NIET BUSINESS SCHOOL) GREATER NOIDA
PGDM (Global)

TRIMESTER-I THEORY EXAMINATION (2024-2025) (COP)

SUBJECT: FUNDAMENTALS OF MANAGEMENT

Time: 2Hrs.30 min

Max. Marks:60

General Instructions:

IMP: Verify that you have received question paper with correct course, code, branch etc.

1. This Question paper comprises of three Sections -A, B, & C. It consists of Short type questions & Subjective type questions.
2. Maximum marks for each question are indicated on right hand side of each question.
3. Illustrate your answers with neat sketches wherever necessary.
4. Assume suitable data if necessary.
5. Preferably, write the answers in sequential order.
6. No sheet should be left blank. Any written material after a blank sheet will not be evaluated/checked.

SECTION – A

15

1. Attempt **all** parts:-

- | | |
|--|---|
| 1-a. Define management.(CO1) | 1 |
| 1-b. Define decision-making. (CO2) | 1 |
| 1-c. Define Controlling.(CO3) | 1 |
| 1-d. Define power in the context of management.(CO4) | 1 |
| 1-e. Define Oral Communication.(CO5) | 1 |

2. Attempt **all** parts:-

- | | |
|--|---|
| 2.a. Differentiate between management as an art and a science.
(CO1) | 2 |
| 2.b. Discuss any two advantages of planning. (CO2) | 2 |
| 2.c. Outline the key elements of directing. (CO3) | 2 |
| 2.d. Define authority in management, and how does it differ from
power. (CO4) | 2 |
| 2.e Define language barriers in communication. (CO5) | 2 |

SECTION – B

15

3. Answer any **three** of the following-

- | | |
|---|---|
| 3-a. Evaluate the functions of management and their
interrelationship. (CO1) | 5 |
| 3-b. Analyze the features and types of planning in an organization. | 5 |

- (CO2)
- 3-c. Discuss the importance of controlling for performance monitoring in a service-based industry. (CO3) 5
- 3-d. Explain the different types of power that a manager can use in an organization. (CO4) 5
- 3-e. Illustrate the role of manager in improving communication between departments. (CO5) 5

SECTION – C

30

Case Let & Application Based

4. Answer any **one** of the following- 6
- 4-a. Design a framework illustrating levels of management and their roles. (CO1) 6
- 4-b. Explain Maslow's Hierarchy of Needs and discuss how a manager can apply this theory to motivate employees in an organization. (CO1) 6
5. Answer any **one** of the following- 6
- 5-a. Design an effective planning process for a business organization (CO2) 6
- 5-b. Synthesize key elements of centralization and decentralization in organizations. (CO2) 6
6. Answer any **one** of the following- 6
- 6-a. Critically analyse the impact of controlling techniques on organizational performance. (CO3) 6
- 6-b. Explain the key steps involved in designing an effective control system for an organization. Additionally, discuss two control techniques that can be used to monitor and ensure the system's effectiveness. (CO3) 6
7. Answer any **one** of the following- 6
- 7-a. Explain why it is important to maintain a balance between the power and authority for effective management. (CO4) 6
- 7-b. Explain the concept of delegation of authority in management. Why is delegation important for both the manager and the employee? (CO4) 6
8. Answer any **one** of the following- 6
- 8-a. Identify and describe the different types of communication 6

- used in organizations. (CO5)
- 8-b. Identify and explain the common barriers to effective communication in an organization. How can these barriers be overcome to ensure smooth communication between managers and employees? (CO5) 6