Roll No. | | | | | | | | | | | | Total No. of Pages : 02

Total No. of Questions : 17

**MBA/MBA(IB) (2018 & Onwards) (Sem.–1)**

# FOUNDATIONS OF MANAGEMENT

**Subject Code : MBA-101-18**

**M.Code : 75402**

**Time : 3 Hrs.** **Max. Marks : 60**

**INSTRUCTIONS TO CANDIDATES :**

1. **SECTION-A contains EIGHT questions carrying TWO marks each and students has to attempt ALL questions.**
2. **SECTION-B consists of FOUR Subsections : Units-I, II, III & IV. Each Subsection contains TWO questions each carrying EIGHT marks each and student has to attempt any ONE question from each Subsection.**
3. **SECTION-C is COMPULSORY and consist of ONE Case Study carrying TWELVE marks.**

## SECTION-A

**Write short notes on the following :**

1. What is Neo-Classical approach to management?
2. Write the assumptions of Theory X.
3. What are the limitations of MBO?
4. Differentiate between mission and objectives.
5. What are the reasons for line and staff conflict?
6. What is span of management?
7. What are the features of Z culture?
8. Define knowledge management.

## SECTION-B

### UNIT-I

9. Discuss various roles and skills of managers in organisations.
10. Explain Henry Fayol's principles of management.

## UNIT-II

11. Explain the methods of business forecasting.

12. Write the steps of decision making. How do managers take decisions under risk and uncertainty?

## UNIT-III

13. How do informal organisations help in attaining objectives of formal organisations? Discuss.

14. Explain the process of staffing in an organisation.

## UNIT-IV

15. Define control. Explain the process of control.

16. Explain the concept of Business Process Re-engineering.

## SECTION-C

**17. Read the case given below and answer the questions :**

At Simtron Ltd., strategic review is a formal meeting between corporate executive and heads of each business unit. Corporate executives visit the business unit for the strategic review meeting. The review is intended to produce a fact based dialogue, but it ends up being a sponsored holiday for the corporate executives. The business unit is keen to make the visit smooth and trouble free and puts in a lot of hard work preparing for it. It wants the meeting to pass with an approved plan and only a few unanswered questions. The business unit executives control the flow of information to the corporate executives, and only the information that shows the business unit in the best possible light is presented to the corporate executives. Business unit executives highlight the opportunities and downplay the threats. But even if business unit managers did not filter information, the corporate executives just do not have enough information to engage in constructive dialogue with business unit managers and guide their strategic plan. The strategic review process does not drive decisions on issues. The plan is either endorsed after imposing a few stretch targets, or in very rare cases rejected.

***Questions :***

1. What is wrong with company's strategic decision making process?

2. How can the company solve the problems to arrive at some good decision?

**NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.**