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Total No. of Pages : 02

Total No. of Questions : 17

MBA/MBA (IB) (Sem.-1)
FOUNDATIONS OF MANAGEMENT
Subject Code : MBA-101-18
M.Code : 75402
Date of Examination : 12-12-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTION 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. Managerial roles
2. Systems approach
3. Types of plans
4. McKinsey's 7-S approach
5. Bases of departmentation
6. Decentralization and Centralization
7. Feedforward and feedback control
8. Japanese Management

SECTION-B

UNIT-I

9. What is the importance of management? Discuss the functions of management with suitable examples.
10. Discuss the two-factor theory by Herzberg and X & Y theory by McGregor in detail.

UNIT -II

11. What are the benefits of MBO? Discuss various steps involved in the process of MBO.
12. Discuss various approaches in decision-making. Explain the steps in the process of decision-making.

UNIT -III

13. What is organizing? Discuss various steps in the process of organizing with examples.
14. Discuss the importance of coordination. Explain various techniques to ensure effective coordination in the organization.

UNIT -IV

15. What are the characteristics of control? Explain the step-by-step process of control in detail.
16. Write a detailed note on various modern management techniques with examples.

SECTION-C

17. Case study :

Aman Chadha started 'Bulls Eye', a company for providing cyber security solutions to businesses. Its objective is to prevent, detect and respond to cyber attacks and protect critical data. He was a hardworking software engineer and an expert in cyber security. His reputation grew by leaps and bounds as he was not only a person of integrity but also did his work with utmost honesty and sincerity. The business started growing day by day. He was delighted when he was offered a big project by the Ministry of Defence. While working on the project, he found that the volume of work made it impractical for him to handle all the work by himself. He decided to expand the team. The company maintained a close liaison with a local engineering college. During a campus placement, Ishan and Vrinda were appointed to work for the new project.

He found the new employees capable, enthusiastic and trustworthy. Aman Chadha was thus, able to focus on objectives and with the help of Ishan and Vrinda, the project was completed on time. Not only with this Aman Chadha was also able to extend his area of operations. On the other hand, Ishan and Vrinda also got opportunities to develop and exercise initiative.

Question :

- a. Identify and briefly explain the concept used by Aman Chadha in the above case which helped him in focusing on objectives.
- b. Also state any four points of importance of the concept identified in (a) above.

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.