

Seat No.	
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**M.B.A. (Part - I) (Semester - I) Examination, December - 2014****PRINCIPLES AND PRACTICES OF MANAGEMENT****(Paper - I) (CBCS) (New)****Sub. Code : 57104****Day and Date : Wednesday, 10 - 12 - 2014****Total Marks : 80****Time : 10.00 a.m. to 1.00 p.m.**

- Instructions :**
- 1) Question number One & Five are compulsory.
  - 2) Attempt any two questions from Q. 2, 3 and Q. 4.
  - 3) Figures to the right indicate full marks.

**Q1) Case study**

Ms. Rashmi Vora started a company 20 years ago without any help of Government funds and other donor agencies. She set up a programme for training and rehabilitation of physically disabled teen agers. She faced financial problems in day to day activities of the company. She approached the Ministry of Human Welfare and managed to get some donation. She also used her personal contacts and raised some personal loans. Two of her friends offered their services and charged nothing.

She was doing well. she developed various centers giving training in operations like Handi crafts, lamps, jute carpets, candles etc. each person was placed on a specific operation and his output was transferred at the next work station for further processing.

The goods produced were used for internal consumption and surplus was sold in the market. The goods were produced, priced and sold according to market demand. People bought these goods because of quality and not for charity. Company earned some profits from the same.

Today, Rashmi Vora's programme has grown to an enormous size. There are about 80 handicapped adult trainers, who teach vocational skills to about 500 handicapped teen agers. Now, finance is not a problem. Company is generating internal surplus. People are donating generously to the cause. Her organization is turning into a full fledged non- government organization working for a social cause.

**Questions :**

- a) Analyze the case in terms of its objectives and policies. [8]
- b) What was Rashmi's vision that helped her dream turn into reality? [6]
- c) How would you have dealt with such a situation in the context of long term planning? [6]

**P.T.O.**

- Q2)** a) Define the term 'Management'. Elaborate its nature, scope and importance. [10]  
b) Describe managerial skills and levels of management in detail. [10]
- Q3)** a) What is Planning? Explain the process of planning in detail. [10]  
b) What is organizing? Explain the process of organizing. [10]
- Q4)** a) What is Six sigma? Describe the process of six sigma. [10]  
b) Elaborate the types and techniques of controlling? [10]
- Q5)** Write short note on any FOUR [20]  
a) Henry Fayol  
b) Management in 21<sup>st</sup> Century – Challenges and opportunities.  
c) Directing  
d) F.W. Taylor  
e) Staffing  
f) Benchmarking

