

Roll No. 5610124

Total Pages : 2

BT-6/M-13

8644

FUNDAMENTALS OF MANAGEMENT

(W.e.f. 2006 Onwards)

Paper : HUT-302(E)

Time : Three Hours]

[Maximum Marks : 100

Note : Attempt *five* questions in all, selecting at least *one* question from each unit. All questions carry equal marks.

UNIT-I

1. Define Financial Management. Explain its importance.
2. What is meant by Working Capital? How is it calculated? Explain the determinants of working capital requirement.

UNIT-II

3. "Manpower planning is really a subject of overall organizational strategy." Discuss this statement with reasons and logics.
4. Explain the following :
 - (a) Human Resource Development.
 - (b) Personnel Management.

UNIT-III

5. What do you mean by Work Measurement? Why is it essential? Also explain its major objectives.
6. Define Plant Layout. Discuss the factors affecting Plant layout. What is an Ideal plant layout ?

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[P.T.O.]

UNIT-IV

7. Elaborate the concept of Modern marketing. Explain the role played by marketing in economic development of country like India.
8. Discuss the meaning, nature and scope of International Marketing in Indian context.