

Roll No. ....

**2101**

**B. E. IVth Sem. (ECE)**

**Examination December, 2009**

**FUNDAMENTALS OF MANAGEMENT**

**Paper : HUM-202-E**

**Time : 3 Three hours ] [ Maximum Marks : 100**

*Before answering the question, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard, will be entertained after examination.*

**Note :** Attempt any *five* questions. All questions carry equal marks.

1. Explain the various functions of Management. Bring out the relationship among the various managerial functions. 20
2. Explain the various principles of management propounded by Henry Fayol. 20
3. Distinguish between selling and marketing. Explain the main functions of a marketing manager. 20

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4. What is manpower planning ? Describe briefly the major activities involved in manpower planning. 20
5. What do you understand by training ? Explain its objectives and types of training. 20
6. Discuss the nature, scope and functions of financial management. 20
7. "Production planning and control function consists of production, planning, routing, scheduling, despatching and follow up." Discuss. 20
8. What is meant by inventory control ? What are its objectives ? Explain any two techniques of Inventory control. 20