

Basics of Industrial Sociology, Economics and Management
Paper-HUM-201 E

Time : Three Hours]

[Maximum Marks : 100

Note : – Attempt any **FIVE** questions, taking at least **ONE** from each unit. All questions carry equal marks.

UNIT-I

1. What is Social Change ? Discuss the causes and process of Social Change.
2. Identify the factors of Social Change. Discuss the effect of technology on major social institutions.

UNIT-II

3. Critically examine the Law of Variable Proportions.
4. Explain the Law of Increasing Returns.

UNIT-III

5. Define Management. Distinguish between Management and Administration.
6. State the objectives of training. Elaborate on the various methods of training.

UNIT-IV

7. What is Marketing Management ? Discuss the scope of Marketing Management.
8. Explain the meaning and objectives of purchasing management.