

**BT-6/M09****9863****Fundamentals of Management****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 Planning. Discuss the tools of Financial Planning.
2. Discuss the sources of finance for a large organisation.

**UNIT-II**

3. Give the meaning, nature and importance of personnel management.
4. Discuss the concept and meaning of Human Resource development.

**UNIT-III**

5. Define Ideal Plant Location. Explain the factors affecting plant location.
6. Discuss the steps involved in Production Control.

**UNIT-IV**

7. Discuss the main components of marketing Information System.
8. Discuss the meaning, nature and scope of International Marketing.