

B.E. INFORMATION TECHNOLOGY FOURTH YEAR SECOND SEMESTER - 2024

Subject: MANAGEMENT

Time: 3 Hrs

Full Marks : 100

Instructions:

- This Question Paper Consists of 6 Sections. (A –F)
 - You are required to Answer ANY 5 Sections out of 6
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Section A

Qs 1 . Mini was responsible for meeting with a potential client for an event in a community hall on 10th August. Instead, she used that community hall to celebrate her birthday party. This way, she not only missed out on a potential client for her company but also put her reputation at stake. Which Principle of Management was Ignored in this case ? **[1 M]**

Qs 2 Suresh works in a bulb manufacturing company. Each bulb which is manufactured is of standard size and quality. Further if there is any unrequired type of bulb manufactured then its production is stopped. Last month when the company came to know that 10 watt bulbs were no more liked by customers, their production was stopped. He works in the purchase department. His job is to purchase the filaments required to make bulbs. This time when he purchases the filament he gets the instruction from the seller that some special care needs to be taken in the first hour of fixing the filaments inside the bulb. Suresh knows this information should be given immediately to the production department before the assembling process starts. However he finds that his company's policies only allow him to give the message to his immediate boss who will further pass this message to his boss. The passing of this message will continue till it reaches the desired person in the production department.

- a. Which techniques of management is followed here? **[2 M]**
- b. Name the principle of management followed here by the company? **[1 M]**
- c. Which option is now available to Suresh since the company is not allowing him to interact with the concerned worker in the production department? **[1 M]**

Qs 3. Mr. Ankit is the chief manager in a well-known MNC, producing shoes. He called the production manager of his unit and told him to keep a constant watch on all the activities of his respective unit so that there is no possibility of adverse results. As long as the company runs its operations employees at all levels will adopt it to achieve results. Identify the function of management referred above. **[1 M]**

[Turn over

Qs. 4. 'Aapka Vidyalaya' believes in the holistic development of students and encourages team building through a mix of curricular, co-curricular and sports activities. On its Founder's Day, a stage performance had to be put up. A committee of ten prefects was constituted to plan different aspects of the function. They all decided to use recycled paper for decoration. There was a spirit of unity and harmony and all the members supported each other. With mutual trust and a sense of belonging, the programme was systematically planned and executed. Kartik, one of the prefects, realised that the group had unknowingly applied one of the principles of management while planning and executing the programme. He was so inspired by the success of this function that he asked his father to apply the same principle in his business. His father replied that he was already using this principle.

- a. Identify the principle of management applied for the success of the programme. [1M]
- b. State any two features of management highlighted in the above paragraph. [2 M]
- c. Identify any two values which 'Aapka Vidyalaya' communicated to society. [2 M]

Qs 4 . Explain the following with respect to Techniques of scientific Management

- a. Motion Study b. Time Study c. Principle of Order [9 M]

Section B

Qs 1. Explain one the following dispute settlement machinery

- Conciliation and mediation OR Arbitration [6 M]

Qs 2 Mention any 4 (Four) Types of Trade Unions [2M]

Qs 3 Explain any 5 (Five) provisions of Factories Act, 1948 [10 M]

Qs 4. State key functions of Personnel Management [2 M]

Section C

Qs 1. Companies conduct their marketing activities around five concepts.

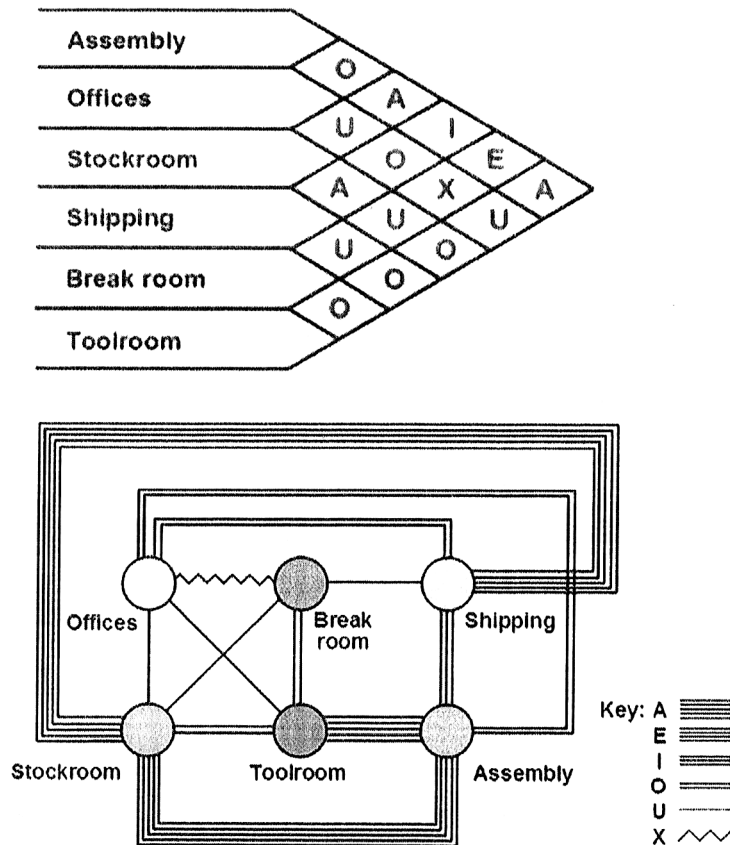
- a. Name the Concepts [2 M]
- b. Explain with examples any 2 of them [6 M]

Qs 2. Discuss Various stages of Product Life Cycle [6 M]

Qs 3. Differentiate between Selling and Marketing [6 M]

Section D

1. Consider six departments and the closeness rating as depicted in Figure



- Evaluate closeness Rating and Propose Better Relationship Score (If Any) [8 M]
- Draw New Layout [6 M]

Qs 2 . Explain any 2 layouts for manufacturing facilities [6 M]

SECTION E

- Qs 1. What are the Advantages of Codification [4 M]
- Qs 2. Explain Materials Forecasting and its importance [4 M]
- Qs 3. What is Inventory Management and what are its importance [6M]
- Qs 4. Explain the following with reference to materials management [6M]
 - Direct and indirect materials
 - Bins and racks

SECTION F

Qs 1. Name and Explain any FOUR (4) common sources of Business Finance **[4 M]**

Qs 2. A company has the following particulars

Current assets	: ₹. 8,50,000
Current liabilities	: ₹ 1,75,000
Gross profit	: ₹ 50,000
Total revenue	: ₹ 7,00,000
Total Debt	: ₹ 3,00,000
Total Equity	: ₹ 3,00,000
Cost of Goods Sold	: ₹ 4,20,000
Average inventory	: ₹ 1,30,000

a. Calculate the value obtained for each of the following :

- Current Ratio
- Gross Profit Margin
- Debt-to-Equity Ratio
- Inventory Turnover Ratio

[6 M]

b. State the inference from the value for each of the above

[4 M]

Qs 3. With reference to financial management explain **any Two** of the following **[6 M]**

- a. Letter of Credit (LC)
- b. Debt Instrument
- c. Debenture