

**BT-5/D06**

**Fundamentals of Management**

**Paper : HUT-302 E**

Time : Three Hours]

[Maximum Marks : 100

Note : Answer any FIVE questions, choosing ONE question from each unit. All questions are of equal value.

**UNIT—I**

1. What do you understand by Working Capital ? Discuss the factors that determine the Fixed Capital and Working Capital requirements of a Company.
2. What is meant by Capitalisation ? Explain the consequences of over Capitalisation and under Capitalisation.

**UNIT—II**

3. Bring out the distinction between Managerial Functions and Operative Functions of an executive and discuss briefly the meaning and significance of the operative function of Integration of Personnel Management.
4. Distinguish between Job Description and Job Specification and explain briefly the chief applications of both.

**UNIT—III**

5. Discuss the meaning and significance of work measurement in an Industrial Enterprise. Explain the Stop Watch Method of work measurement.
6. Outline the objectives of Plant Layout and explain the steps in plant layout focusing on chief merits and demerits of process layout.

**UNIT—IV**

7. Briefly point out the meaning, nature and scope of International Marketing.
8. Write a comprehensive note on role and significance of Marketing Information System in the Indian Context.