

BT-6/JX

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Fundamentals of Management (w.e.f. 2006 onward)

Paper : HUT-302E

Time : Three Hours]

[Maximum Marks : 100

Note :- Attempt **FIVE** questions, selecting at least **ONE** question from each Unit. All questions carry equal marks.

UNIT-I

1. What is Financial Planning ? Discuss the tools of financial planning.
2. Define Working Capital. Explain the factors affecting requirements of working capital.

UNIT-II

3. Define Job Analysis. Describe the process of job analysis.
4. Discuss the meaning, nature and importance of Personnel Management in the contemporary business environment.

UNIT-III

5. What is Plant Layout ? Discuss the factors affecting an ideal plant layout.
6. Explain work measurement. Describe the objectives and essentials of work measurement.

UNIT-IV

7. Define Marketing Management. Discuss the role of Marketing in economic development.
8. Explain the meaning, nature and scope of International Marketing.