

## BT-6/M06

### Fundamentals of Management (2005-06)

Paper : HUT-302 E

Time : Three Hours]

[Maximum Marks : 100

Note : Attempt any FIVE questions in all, choosing at least ONE question from each unit. All questions are of equal value.

#### UNIT-I

1. What is Financial Management ? Discuss briefly the objectives and significance of financial management.
2. What is meant by Financial Planning ? Explain the various steps involved in financial planning.

#### UNIT-II

3. Bring out the meaning and significance of the Operative Function of 'Integration' and discuss briefly how integration is sought to be achieved in modern corporates.
4. Explain briefly the process of Job Analysis and its applications in modern industrial organisations.

#### UNIT-III

5. What do you understand by 'work measurement' ? While outlining its objectives, discuss briefly the essentials of work measurement.
6. Explain briefly the meaning, role and significance of Human Resource Development in the Indian industrial context.

#### UNIT-IV

7. Highlight the essential elements of Marketing and discuss the role of marketing in the economic development of a country.
8. Bring out briefly the meaning, nature and scope of International Marketing.