

Code: A-16/C-17/T-20**Subject: INDUSTRIAL MANAGEMENT****Time: 3 Hours****Max. Marks: 100****NOTE: There are 11 Questions in all.**

- **Question 1 is compulsory and carries 16 marks. Answer to Q. 1. must be written in the space provided for it in the answer book supplied and nowhere else.**
 - **Answer any THREE Questions each from Part I and Part II. Each of these questions carries 14 marks.**
 - **Any required data not explicitly given, may be suitably assumed and stated.**
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Q.1 Choose the correct or best alternative in the following: (2x8)

- a. Concept of directing involves functions such as leadership, supervision, motivation and
- (A) Staffing. (B) Planning.
(C) Controlling. (D) Communication.
- b. The founder of Scientific Management is
- (A) Henri Foyal. (B) F.W. Taylor.
(C) Elton Mayo. (D) Gilbreth.
- c. Indiscipline among employees will lead to
- (A) Increased Absenteeism. (B) Increased Production.
(C) Increased Employee Morale. (D) Decreased Labour Turnover.
- d. Industrial Disputes Act was passed in the year
- (A) 1943. (B) 1947.
(C) 1961. (D) 1982.
- e. Which of the following is a Quick Ratio
- (A) Ratio between current assets and current liabilities.
(B) Ratio between current assets and total liabilities.
(C) Ratio between current assets and term liabilities.
(D) Ratio between current assets less inventory and current liabilities.
- f. A manual planning and scheduling technique similar to Material Resource Planning is
- (A) Line Balancing. (B) Line of Balance.
(C) Routing. (D) Scheduling.

- g. A deterministic quantitative technique for decision making is
- (A) Decision Tree. (B) Waiting Line Theory.
(C) Simulation. (D) Linear Programming.
- h. The four P's of marketing are
- (A) Price, Product, Promotion, Place.
(B) Price, People, Place, Promotion.
(C) Price, People, Place, Product.
(D) People, Place, Promotion, Product.

PART I

Answer any THREE Questions. Each question carries 14 marks.

- Q.2** a. List out the important aspects of the Minimum Wages Act, 1948. (7)
- b. Describe the different sources of recruitment of employees. (7)
- Q.3** a. "Change is inevitable in a progressive culture". Explain bringing out the causes of Organisational Change. (7)
- b. Discuss the factors affecting productivity in manufacturing and services. (7)
- Q.4** a. "Conceptual, human and technical skills are the skills required for a successful manager." Discuss. (7)
- b. Explain the objectives of Marketing Research. (7)
- Q.5** a. What are the assumptions and limitations of Break-Even Analysis? (7)
- b. Discuss the causes of Industrial Disputes. (7)
- Q.6** Write short notes on any **TWO** of the following: -
- (i) Principles of Management.
(ii) Financial Analysis.
(iii) Work Study.
(iv) Budgetary Control. (7×2=14)

PART II

Answer any THREE Questions. Each question carries 14 marks.

- Q.7** a. What are the stages of organisational conflict? (7)

b. Discuss the principles of delegation of authority. (7)

Q.8 a. “Network Analysis helps designing, planning, coordinating, controlling and decision making in order to accomplish projects economically.” Discuss bringing out the application of network technique. (7)

b. How is decision making done under uncertainty? (7)

Q.9 a. “Motivation moves an industry into action.” Explain the significance of motivation. (7)

b. Explain the causes and effects of strikes. (7)

Q.10 a. Calculate the selling price of one fountain pen from the given data. (10)

No. of fountain pens produced	= 135
Labour Cost	= Rs.200
Material Cost	= Rs.160
Factory Overheads	= 35% of prime cost.
Administration and selling overheads	= 20% of factory cost.
Profit	= 10% of total cost.

b. What are the objectives of packaging of products? (4)

Q.11 Write short notes on any **TWO** of the following:-

- (i) Union-Management Relations.
- (ii) Labour Turnover.
- (iii) Span of Control.
- (iv) Levels of Management. (7×2=14)

