

B.Sc. FOOTWEAR TECHNOLOGY (BSCFWT)

Term-End Examination

00201

December, 2017

BFWE-013 : MANAGERIAL DEVELOPMENT

Time : 3 hours

Maximum Marks : 70

Note : Attempt any *seven* questions. All questions carry equal marks.

1. "Management is the art of getting things done through others." Justify this statement with suitable examples. 10

2. What do you understand by 'Group' ? Discuss the importance of informal groups in an organization. 10

3. With suitable examples, differentiate between Leader and Manager. 10

4. What do you understand by Personality ? What should be the determinants of personality of a good manager ? 10

5. Define the term Transactional Analysis. Discuss its importance in improving interpersonal relationships. 10

 6. What is Motivation ? Why does motivation play an important role in performance building ? 10

 7. Explain Non-verbal Communication. How can non-verbal communication be a barrier to effective communication ? 10

 8. Why are todays organizations adopting a team-based environment and culture ? Give justification for your answer. 10
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