

M.A. FRM

Term-End Examination

June, 2012

MFM-030 : MANAGEMENT PRINCIPLES

Time : 3 hours

Maximum Marks : 100

Note : (i) Attempt *any five* questions.

(ii) All questions carry *equal* marks.

1. Define management and describe the four functions of management. 20
2. What is Behavioural management theory and how is it significant in terms of Management ? 20
3. Describe the importance of the role managers play in encouraging ethical behaviour. 20
4. Explain what is planning and what is strategy ? What are the steps involved in the planning process ? 20
5. Answer *any four* questions. 4x5=20
 - (a) What are the benefits and drawbacks of outsourcing ?
 - (b) What are the selection tools involved in the selection process ?

- (c) What are Fayol's 14 Principles of Management ?
 - (d) What are the motives of globalisation for a firm ?
 - (e) What are barriers to free trade ?
 - (f) How can managers improve ethical behaviour in an organisation ?
6. What is decision making ? Explain the steps involved in the decision making process ? 20
7. What is the difference between selection and recruitment ? Explain the steps involved in the selection process ? 20
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