

**B.Sc. FOOTWEAR TECHNOLOGY (BSCFWT)**

**Term-End Examination**

**December, 2016**

00273

**BFWE-020 : MANAGERIAL DEVELOPMENT**

*Time : 3 hours*

*Maximum Marks : 70*

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*Note : Attempt all questions. All questions carry equal marks.*

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1. What do you mean by the term 'Management' ?  
Discuss the levels and skills of management. 10
2. What is the difference between a leader and a manager ? 10
3. What do you mean by the term business communication ? Discuss the barriers in communication. 10
4. What is motivation ? How does a manager motivate his subordinates ? 10
5. "Conflict is both functional and dysfunctional."  
Discuss. 10

6. How can a manager effectively utilise a group's potential ? 10
  
  7. Discuss the principles which might be used for achieving effective communication. 10
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