

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

**Term-End Examination**

**00401**

**June, 2014**

**BFW-039 : FUNDAMENTALS OF MANAGEMENT**

*Time : 3 hours*

*Maximum Marks : 70*

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

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1. What do you understand by rational decision making ? Explain with the help of suitable examples. 10
2. What are the various skills a manager must possess ? Are all these skills equally important ? 10
3. What is planning ? Explain the steps involved in planning process. 10
4. Explain Maslow's need hierarchy theory of motivation. 10
5. Differentiate between Authority and Responsibility. Can responsibility be exercised without the authority ? 10
6. Explain the concept of MBO. Also explain its advantages and disadvantages. 10
7. What is training ? How is it different from development ? 10

8. Define leadership. Compare autocratic and democratic or participative style of leadership, with suitable examples. 10
9. Write short notes on the following : 5×2=10
- (a) SWOT Analysis
  - (b) Managerial Grid
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