

18/10/10

JKXADH

TIME : 2 hours

MARKS : 60

- NOte:** 1) Attempt all questions.
2) Figures to the right indicate marks

Q. 1 What is motivation ? What are the monetary and non-monetary factors of motivation? (15)

Q. 2 A) State with reasons, whether the following statements are TRUE or FALSE :- (6)

- 1) Control is the primary function of management.
- 2) Theory Y. People want to avoid responsibility.
- 3) Motivation is a physical process.

B) Explain the following (6)

- 1) Top level management
- 2) Centralisation.
- 3) Family management

C) Match the following (3)

A	B
1) Management	1) Small units
2) Departmentation	2) Source of recruitment
3) Promotion	3) Social process

- Q. 3 a)** Discuss the characteristics of planning (8)
b) Explain the importance of management in business. (7)

OR

- Q. 3 a)** Discuss the importance of coordination. (8)
b) Discuss the traditional techniques of control. (7)

- Q. 4 a)** Discuss any two styles of leadership in detail and it's suitability. (8)
b) Discuss the external sources of recruitment. (7)

OR

- Q. 4 a)** Explain the steps in selection Procedure. (8)
b) Describe the contributions of scientific management. (7)

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