



Name :

Roll No. :

Invigilator's Signature :

CS/M.TECH(ECE)/SEM-3/MCE-301/2011-12

2011

INTRODUCTION TO MANAGEMENT

Time Allotted : 3 Hours

Full Marks : 70

The figures in the margin indicate full marks.

*Candidates are required to give their answers in their own words
as far as practicable.*

Answer any **five** questions. $5 \times 14 = 70$

1. "Management is the art of getting things done through other people." Explain the importance of Management in the light of this statement.
2. What do you know about Hawthorne experiment ? What are their implications and limitations ?
3. Explain the advantages and limitations of planning.
4. Define organization. Explain its type and nature.
5. What do you understand by leadership ? Enumerate the qualities of a successful leader.

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6. What is TQM ? Explain its characteristics and key activity area.
7. Critically examine the need hierarchy theory of Motivation.
8. Write short notes on any *two* of the following : 7 + 7
 - a) Planned change
 - b) Refreezing
 - c) SWOT Analysis.

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