

AMIETE – ET/CS/IT (OLD SCHEME)

Time: 3 Hours

DECEMBER 2011

Max. Marks: 100

NOTE: There are 9 Questions in all.

- Please write your Roll No. at the space provided on each page immediately after receiving the Question Paper.
- Question 1 is compulsory and carries 20 marks. Answer to Q.1 must be written in the space provided for it in the answer book supplied and nowhere else.
- The answer sheet for the Q.1 will be collected by the invigilator after 45 Minutes of the commencement of the examination.
- Out of the remaining EIGHT Questions answer any FIVE Questions. Each question carries 16 marks.
- Any required data not explicitly given, may be suitably assumed and stated.

Q.1 Choose the correct or the best alternative in the following: (2×10)

a. Who is known as the Father of Scientific Management?

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|-----------------|----------------|
| (A) Henry Fayol | (B) Max Weber |
| (C) F.W. Taylor | (D) G.R. Terry |

b. What type of authority is delegated?

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|------------------|----------------------|
| (A) Important | (B) Routine |
| (C) Confidential | (D) All of the above |

c. What type of communication is known as grapevine?

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|--------------|--------------|
| (A) Formal | (B) Written |
| (C) Informal | (D) Gestural |

d. The purpose of job rotation is to make the employee expert in

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|--------------------|-----------------------|
| (A) One job | (B) Two Jobs |
| (C) Different Jobs | (D) None of the above |

e. Which is not a wage determining factor?

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|--------------------|--------------------|
| (A) Ability to pay | (B) Productivity |
| (C) Trade Union | (D) Job Evaluation |

f. Which is not included in wages under Payment of Wages Act?

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|------------------|----------------------|
| (A) Compensation | (B) Medical Facility |
| (C) Bonus | (D) Overtime |

g. Which of the following is not an element of marketing mix?

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|-------------|-----------|
| (A) Product | (B) Price |
| (C) People | (D) Place |

- h. Budgetary control is a system of controlling _____
- (A) Expenses (B) Losses
(C) Costs (D) Incomes
- i. Depreciation is an example of
- (A) Fixed Cost (B) Variable cost
(C) Semi Variable Cost (D) None of the above
- j. Net Working Capital is the excess of _____ over _____
- (A) Current Assets, Current Liabilities
(B) Fixed Assets, Fixed Liabilities
(C) Current Liabilities, Current Assets
(D) Fixed Liabilities, Fixed Assets

**Answer any FIVE Questions out of EIGHT Questions.
Each question carries 16 marks.**

- Q.2** a. What do you understand by the term "Levels of Management"? Briefly describe the different levels of management. (8)
- b. State advantages that may be achieved through work measurement. (8)
- Q.3** a. Explain the term "organizational structure". What are the various considerations in designing an organizational structure? (8)
- b. What is a matrix organization? Examine its merits and limitations. (8)
- Q.4** a. Define communication. State the common barriers to effective communication in an organization. (8)
- b. What do you understand by Leadership? Examine various styles of leadership. (8)
- Q.5** a. Define Training. Explain the objectives and different methods of training. (8)
- b. Define Selection. Explain different steps followed in the selection procedure. (8)
- Q.6** a. Define Production, Planning and Control. Discuss the significance and procedure of production, planning and control. (8)
- b. What is an Industrial Dispute? Define the terms "strike" and 'lockout' as used in Industrial Disputes Act, 1947. When does a strike or lockout become illegal?(8)
- Q.7** a. What is decision making? Explain its different steps and significance. (2+6)

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- b. Differentiate between PERT and CPM analysis of decision making. (8)
- Q.8** a. What do you mean by Marketing Mix? Explain the components which comprises marketing mix. (8)
- b. What do you understand by collective bargaining? What are the steps involved in collective bargaining process? (8)
- Q.9** a. What is Working Capital? Explain any five factors to be considered in determining working capital requirements. (8)
- b. (i) If Current Liabilities is Rs.40,000 and Current Ratio is 2:1 then Calculate the amount of Current Assets. (2)
- (ii) Calculate EOQ, when Annual Demand=3200units, Unit Cost=Rs.6, Cost of Carrying Inventory=25%p.a., cost of one procurement=Rs.150 (4)
- (iii) Calculate P/V Ratio when fixed Expenses and Break Even point is Rs.4000 and Rs.10,000 respectively (2)