****

**UNIVERSITY**

(Karunya Institute of Technology & Sciences)

(Declared as Deemed-to-be University under Sec.3 of the UGC Act, 1956)

Reg.No. \_\_\_\_\_\_\_\_\_\_\_\_\_

**End Semester Examination – Nov/Dec - 2016**

|  |  |  |  |
| --- | --- | --- | --- |
|  |  | **Semester :** | **2016-17 ODD** |
| **Code :** | **12MS201** | **Duration :** | **3 hrs** |
| **Sub. Name :** | **MANAGEMENT FOR ENGINEERS** | **Max. marks :** | **100** |

|  |  |  |
| --- | --- | --- |
| **Q. No.** | **Questions** | **Marks** |
| **PART-A(10X1=10 MARKS)** | | |
| 1. | What do you understand about Total Quality Management? | 1 |
| 2. | Write a note on ‘Economies of scale’. | 1 |
| 3. | The leadership style allows managers to make decisions alone without the input of others is known as \_\_\_\_\_\_\_\_\_\_\_\_\_. | 1 |
| 4. | The process of locating and encouraging potential employees to apply for jobs is called  \_\_\_\_\_\_\_\_\_\_\_\_\_. | 1 |
| 5. | Illustrate Opportunity cost with an example. | 1 |
| 6. | What is meant by ‘cost-benefit’ analysis? | 1 |
| 7. | In this type of structure, the organisation can have different basis on which departments are formed, such as function, product, geographic territory, project, or combination.\_\_\_\_\_\_\_\_\_\_\_\_\_ | 1 |
| 8. | Mention any two features of democratic style of leadership | 1 |
| 9. | What is Budgetary control? | 1 |
| 10. | What best defines cognitive skills? | 1 |

|  |  |  |
| --- | --- | --- |
| **PART B(5 X 3= 15 MARKS)** | | |
| 11 | Explain ‘Management by Objectives’. | 3 |
| 12 | Describe Elasticity of Demand. | 3 |
| 13 | Describe standard costing with examples. | 3 |
| 14 | What are the basic rules of Time Management? | 3 |
| 15 | Explain the cost control techniques. | 3 |

|  |  |  |  |
| --- | --- | --- | --- |
| **PART C(5 X 15= 75 MARKS)** | | | |
| 16 |  | Describe the features and merits of Team Management. | 15 |
| (OR) | | | |
| 17 | a. | State the uses of Economics in business. | 5 |
| b. | How does marginal cost - short run and marginal cost -long run differ from each other? | 10 |
| 18 |  | Explain in detail the salient principles of Henry Fayol. | 15 |
| (OR) | | | |
| 19 |  | Prepare your resume taking into account all the effective inputs required for resume preparation. | 15 |
| 20 | a. | Describe the types of Leadership styles. | 10 |
| b. | List few differences of Leader and Manager | 5 |
| (OR) | | | |
| 21 |  | Explain the recruitment and selection process in a company. | 15 |
| 22 |  | List out the important etiquettes to follow, in appearing for an interview? | 15 |
| (OR) | | | |
| 23 |  | What are the strategies you need to apply to overcome stress at your workplace? | 15 |
| 24 |  | What is Conflict? Mention the types and stages of conflict. | 15 |
| (OR) | | | |
| 25 |  | Describe the various types of organization structure and its need. | 15 |

ALL THE BEST