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**INSTITUTE OF MANAGEMENT STUDIES
DEVI AHILYA VISHWAVIDYALAYA, INDORE
DECEMBER - 2023
MBA FA – I SEMESTER EXAMINATION
MANAGEMENT PRINCIPLES AND PRACTICES**

Time: 3 Hrs.

Max. Marks: 60

Note : Attempt any 4 questions from section A. Section B is compulsory.

Section A – 10 Marks each, Section B – 20 Marks

Section A

- Q1. Explain the process of staffing and why it is important for an organization
- Q2. Explain various control techniques (Old & New) and which according to you is best suited for an organization
- Q3. What do you mean by Span of Management? Explain the various factors which affect an effective span of management.
- Q4. Departmentation is critical part of the organization, justify the statement. What are various types of organizational structure.
- Q5. Why is delegation important for an organization? What are the barriers to effective delegation? How can this barriers be overcome.
- Q6. Differentiate between strategy and Tactic. What is the process of strategic Planning.

Section- B

Sun stamping Limited is a large concern that supplies electrical Stamping to government and non-government organizations. Its plants are spread in various parts of the country. Unfortunately, there was lack of coordination in purchasing procedures followed by different plants. As a result, some of the plants faced difficulty in obtaining the raw materials and, thus, production suffered. The company decided to appoint a purchase executive Mr. Malhotra at the post of senior manager, purchase in the head office to improve the overall purchase procedures of the company keeping in mind the requirements of various plants. Mr. Malhotra decided to centralize the Purchase procedure and sent letters to plant manager in different cities that their purchase requirement should be sent to the head office and no purchase order should be made at their level. The letter went as a directive without consulting the plant managers. Mr. Anand the assistant of Mr. Malhotra told Mr. Malhotra to consult the plant manager's before issuing the letter but Mr. Malhotra refused.

When plant manager received the letters, they replied Mr. Malhotra that they agree to his direction but when it comes to actually sending the requisition to the head office, they did not do so. They followed the original purchase procedures questions.

Q1.) Analyze the case

Q2) Explain the concept and importance of MBO