

Total No. of Questions : 5]

SEAT No. :

PC-3257

[Total No. of Pages : 2

[6380] - 5007

M.B.A.

**107-GC-07: Management Fundamentals
(2024 Pattern) (Semester - I)**

Time : 2 Hours]

[Max. Marks : 50

Instruction to the candidates:

- 1) *Answer all questions.*
- 2) *Draw neat diagrams & state examples wherever necessary*

Q1) Answer any 5 out of 8 questions :

[5 × 2 = 10]

- a) What are the core functions of management?
- b) Define Decision Making.
- c) What are mintzberg's Interpersonal Roles?
- d) List out any five managerial competencies?
- e) What is planning and control?
- f) Define Organising and organisation.
- g) List out the various Decision making styles.
- h) What are the characteristics of SMART Goals?

Q2) Answer any two out of 3 questions :

[2 × 5 = 10]

- a) Explain the classical Approach to management.
- b) Elaborate the features of good plan.
- c) Explain the different types of Decisions.

P.T.O.

- Q3) a)** “Controlling is the fundamental function that ensures work accomplishment according to plan” Analyze this statement and outline the various steps involved in controlling. **[10]**

OR

- b) Apply the concept of MBO to a real world scenario. How would you set goals & measure performance for a sales team in a rapidly changing market? **[10]**

- Q4) a)** Analyse the role of diversity & inclusion in organisations. What are the benefits of creating a diverse and inclusive workplace? **[10]**

OR

- b) Discuss the role of communication in effective management provide examples of how effective communication can improve organisational performance **[10]**

- Q5) a)** Analyze the challenges and benefits of virtual organisations how can organisations effectively manage virtual teams? **[10]**

OR

- b) A small, Family-owned restaurant is facing declining sales due to increased competition from fast food chains. As a manager, develop a comprehensive plan to revitalize the restaurant’s business and increase sales. **[10]**

