

**Exam. Code : 110101**

**Subject Code : 2672**

**Bachelor of Vocation (Banking & Financial Services)  
I<sup>st</sup> Semester**

**FUNDAMENTALS OF MANAGEMENT**

**Paper : BVC-103**

Time Allowed—3 Hours] [Maximum Marks—50

**Note** :— Candidates are required to attempt **five** questions (Equal marks), selecting at least **one** question from each Section (A to D). The **fifth** question may be attempted from any Section.

**SECTION—A**

1. What are the various steps involved in the process of M.B.O. ? Discuss the pre-requisites for installing M.B.O. programme.
2. Elaborate the contributions put forth by F.W. Taylor and Henry Fayol towards evolution of management thoughts.

**SECTION—B**

3. Define planning. Explain steps involved in planning and state the limitations in planning.
4. What is departmentation ? Explain line and staff authority and de-centralization.

**SECTION—C**

5. What sources of recruitment will you recommend for the appointment of the management personnel ? Why ?
6. What do you mean by Performance Appraisal ? Discuss its benefits to an industrial organization.

**SECTION—D**

7. Which leadership style is suitable to HR Manager of I.T. industry in the present era ? Give justification.
8. What are different types of motives ? Explain A.H. Maslow's hierarchy need theory of motivation.