

TILAK MAHARASHTRA VIDYAPEETH, PUNE
MASTER OF BUSINESS ADMINISTRATION (M.B.A.)
EXAMINATION: DECEMBER- 2024
SEMESTER - I

Sub.: Principles of Management (MBA101)

Date : 12/12/2024

Total Marks : 60

Time: 2.00pm to 4.30pm

- Instructions:** 1) All questions are compulsory.
 2) Figures to the right indicate full marks.

- Q. 1. Write Short notes on (Any Three) (15)**
1. Evolution of Management.
 2. Manager- Roles and Responsibilities of Manager.
 3. Modern Theories of Management.
 4. Types of Plans.
 5. Decision Making.
- Q. 2. Answer in detail (Any One) (10)**
1. Discuss the Functions of Management.
 2. Explain the Decision-making process.
- Q. 3. Answer in detail (Any One) (10)**
1. Analyze the Advantages and Disadvantages of Planning.
 2. Describe the Theories of Management.
- Q. 4. Answer in detail (Any One) (10)**
1. What are the main characteristics of effective decision-making in management?
 2. What are the Steps in Planning Process?
- Q. 5. Case study (15)**
- Skills Required by a Manager**
- In a mid-sized manufacturing firm, the production manager, Rohan, faced a significant challenge. The company was transitioning to new machinery that promised higher efficiency but required retraining the workforce. Rohan needed to demonstrate strong technical skills to understand the machinery and guide his team through the learning process. His ability to troubleshoot technical issues and explain the mechanics to the workers ensured a smooth transition.
- Beyond technical expertise, Rohan's interpersonal skills came into play. The workers were apprehensive about the change, fearing job losses and reduced control over their tasks. Rohan held open meetings to address their concerns, fostering trust and collaboration. By actively listening and involving his team in decision-making, he built a supportive environment, demonstrating the importance of empathy and communication in management.
- Lastly, Rohan displayed critical conceptual skills by aligning the machinery upgrade with the company's broader objectives of reducing costs and increasing output. He identified potential bottlenecks in production and strategized long-term plans to optimize resource utilization. Rohan's ability to see the bigger picture, while effectively managing immediate concerns, highlighted how essential these three core skills are for a manager to succeed.
- Questions :**
1. Explain the role of various managerial skills.
 2. What are the skills required for effective management?
 3. Analyze the importance of conceptual skills in aligning immediate tasks with organizational goals.