

TILAK MAHARASHTRA VIDYAPEETH, PUNE
MASTER OF BUSINESS ADMINISTRATION (M.B.A.)
EXAMINATION: MAY-2025
SEMESTER - I

Sub.: Principles of Management (MBA101)

Date : 24/05/2025

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. Scientific Management by F.W. Taylor
 2. Advantages and Disadvantages of Planning
 3. Decision Making.
 4. Discuss the Functions of Management.
 5. Management.
- Q. 2. Answer in detail (Any One) (10)**
1. What are the Types of Plans.?
 2. What are the main characteristics of effective decision-making in management?
- Q. 3. Answer in detail (Any One) (10)**
1. Describe the Modern Theories of Management
 2. Explain the process of Decision-making .
- Q. 4. Answer in detail (Any One) (10)**
1. Explain Evolution of Management.
 2. Analyze the Steps in Planning Process.
- Q. 5. Case study (15)**
- Leadership in Action – Anuj at GreenLeaf Organics
- Anuj is the Operations Manager at GreenLeaf Organics, a company specializing in organic food products. His team comprises supply chain analysts, production supervisors, and quality assurance personnel. The company recently secured a large contract to supply organic snacks to a major supermarket chain, which significantly increased production demands.
- To meet this challenge, Anuj first evaluates current operations and identifies bottlenecks in the supply chain. He promptly restructures the workflow by introducing a shift system to increase output without overburdening employees. He also communicates the new production targets and motivates the team by linking individual performance to rewards and recognition.
- When a critical supplier fails to deliver raw materials on time, Anuj quickly sources an alternative supplier, ensuring the delay doesn't affect production. Meanwhile, he mediates a dispute between the production and quality teams regarding standards, reinforcing the importance of teamwork and consistent quality control.
- Throughout the process, Anuj conducts regular team meetings, provides necessary training, and encourages open communication. His proactive approach, strategic thinking, and interpersonal skills help the company meet its delivery commitments while maintaining high product quality.
- Questions :**
1. What managerial functions did Anuj perform in this case?
 2. Identify the challenges Anuj faced and how he responded to them.
 3. How did Anuj demonstrate leadership and problem-solving skills in the case?