

Roll No. ....

**3322**

**B. Tech. 6th Semester (ME) (Elective-II)  
Examination – May, 2023**

**FUNDAMENTALS OF MANAGEMENT**

Paper : HSMC-08-G

*Time : Three Hours ]*

*[ Maximum Marks : 75*

*Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard, will be entertained after examination.*

**Note :** This paper divided into *two* Section (A and B). Attempt *five* questions in all. From Section-B select *one* question from each Unit. Section-A is *compulsory*. All questions carry equal marks.

**SECTION – A**

1. All parts are *compulsory* and has equal marks : 15
- (a) Types of Training
  - (b) Sources of Finance

- (c) Production Planning
- (d) Functions of marketing manager
- (e) Importance of Inventory Control

**SECTION – B**

**UNIT – I**

- 2. Explain the development of management thoughts. 15
- 3. What is management and explain management level with their functions ? Also mention the example of each level. 15

**UNIT – II**

- 4. What is Production Planning and Control (PPC) ? What is the importance of PPC in an organization and also explain the steps during PPC process ? 15
- 5. What is material management and why it is necessary to manage the material ? Also explain some techniques of inventory control 15

**UNIT – III**

- 6. Explain the term market research and its process. 15

- 7. Characterised the marketing management and also define its function. What is the importance of marketing management and market research ? 15

**UNIT – IV**

- 8. Explain the following terms : 15
  - (a) Capital Structures
  - (b) Capital Budgeting
  - (c) Working Capital Management
  - (d) Source of Finance

- 9. What is Financial Management ? If you are a finance manager in an organization which type of main decisions you will take for organization groups and why ? 15