



**Part B**

**5 x 6 = 30**

**Answer ALL questions**

**Each answer should not exceed 400 words or two pages**

- 11.a. Explain the nature on management.  
(or)  
11.b. Briefly explain the functions of management.
- 12.a. List out the benefits of planning.  
(or)  
12.b. Describe the various techniques in strategic planning.
- 13.a. Explain the principles of organization.  
(or)  
13.b. Explain about the organisational culture.
- 14.a. State the nature of staffing.  
(or)  
14.b. What are the essential qualities of good leader?
- 15.a. Explain the need for co-ordination.  
(or)  
15.b. Explain the process of controlling.

**Part C**

**5 x 12 = 60**

**Answer ALL questions**

**Each answer should not exceed 800 words or four pages**

- 16.a. Elucidate the contributions of F.W. Taylor to management.  
(or)  
16.b. Discuss in detail the evolution of management.
- 17.a. Explain in detail about the classification of planning practices.  
(or)  
17.b. Explain briefly about the decision making steps and process.
- 18.a. Elucidate any four types of organisation.  
(or)  
18.b. Explain line and functional organisational structures with their advantages and limitations.
- 19.a. Explain the functions and significant of personnel management.  
(or)  
19.b. Describe the Theory of motivation.
- 20.a. Explain the types and techniques of co-ordination.  
(or)  
20.b. Explain the steps in the controlling process.

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