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Roll No.

Third SEMESTER

B.Tech (ODD Sem)

SUPPLEMENTARY EXAMINATION

Feb. -2019

MG-201 Fundamentals of Management

Time: 3:00 Hours

Max. Marks: 50

Note: Answer any five questions. Assume suitable missing data, if any. All Questions carry equal marks.

- 1) "No organization can achieve its objectives without systematic planning." Do you agree with this statement? Give reasons in support of your answer.
- 2) What is the meaning of organization structure? Also explain the merits and demerits of Functional and divisional structure.
- 3) Financial management is based on three broad financial decisions. What are these and also explain in brief the importance of these?
- 4) Define marketing? How is it different from selling? A salesman approaches you to promote the sales of a water purifier. Which communication tool is the marketer using by sending him to your doorstep? Also explain five characteristics of a good salesman?
- 5) "Your success as a manager will depend in part on your mindset concerning knowledge and the way it is handled". Comment.
- 6) Discuss the functions of Financial Markets? Also explain the difference between Primary market and secondary Market?

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