



**SIDDHARTH GROUP OF INSTITUTIONS: PUTTUR  
(AUTONOMOUS)**

Siddharth Nagar, Narayanavanam Road – 517583

**QUESTION BANK (DESCRIPTIVE)**

**Subject with Code:** Management Science (20HS0813)    **Course & Branch:** B.Tech –Common to all

**Year & Sem:** III-B. Tech & I-Sem

**Regulation:** R20

**UNIT –I**

**INTRODUCTION TO MANAGEMENT**

1	a)	Define Management and Explain nature and importance of Management.	[L1] [CO1]	[6M]
	b)	“Management is an art of getting things done through others” –Discuss	[L2] [CO1]	[6M]
2	a)	Elucidate the functions of Management.	[L2] [CO1]	[6M]
	b)	What are the 14 principles of administrative management?	[L1] [CO1]	[6M]
3		Interpret outcome of Elton Mayo Experiments.	[L3] [CO1]	[12M]
4	a)	Explain the Weber’s Idealistic Bureaucracy.	[L2] [CO1]	[6M]
	b)	What is scientific management and explain the contribution F.W Taylor in scientific Management?	[L1] [CO1]	[6M]
5	a)	Social responsibility is defined as the obligation and commitment of managers to take steps for protecting and improving society’s welfare along with protecting their own interest- justify your answer	[L5] [CO1]	[6M]
	b)	Evaluate the roles and skills of a manager based on the levels of management.	[L4] [CO1]	[6M]
6		The contingency theory emphasizes the importance of both the leader's personality and the situation in which a leader operates- comment.	[L5] [CO1]	[12M]
7	a)	Compare and contrast with suitable examples about departmentation and decentralization in a business organization.	[L4] [CO1]	[6M]
	b)	What is span of Control and what are the different type’s span of control?	[L2] [CO1]	[6M]
8	a)	What are the various types of organization structures? Explain merits and demerits.	[L4] [CO1]	[6M]
	b)	A line and staff organization is a structure that distributes work responsibilities from upper management to lower-level employees. Do you agree?	[L5] [CO1]	[6M]
9	a)	Determine Line & Staff organization structure. What are its Merits and Demerits?	[L3] [CO1]	[6M]
	b)	Elucidate committee organization.	[L3] [CO1]	[6M]
10	a)	Illustrate any three types of organization structures.	[L3] [CO1]	[6M]
	b)	Assess which organizational structure is suitable structure for managing complex project(Matrix organization)	[L5] [CO1]	[6M]

**UNIT –II**  
**OPERATIONS MANAGEMENT**

1	a)	A good plant layout is the one which is able to integrate its workmen, materials; machines in the best possible way post your “comment”.	[L5] [CO2]	[6M]
	b)	Discuss various types of plant layout with suitable examples?	[L2] [CO2]	[6M]
2	a)	Define production and what are the different methods of production?	[L3] [CO2]	[6M]
	b)	Distinguish between Job production and Batch production?	[L5] [CO2]	[6M]
3	a)	What do you mean by work study? Explain the basic procedure involved in method study and work measurement.	[L2] [CO2]	[6M]
	b)	Elucidate the Quality assurance and Quality control.	[L4] [CO2]	[6M]
4	a)	Material management is defined as a function of not only receiving material, storing materials, purchasing, but an overall function of an organization – “Do you agree”.	[L5] [CO2]	[6M]
	b)	What is meant by Inventory? What is the need for inventory control at different stages of production?	[L4] [CO2]	[6M]
5	a)	Explain importance of ABC Analysis and try to list at least two items of each class in case of mobile electronics service-dealer with Sony/Nokia/Samsung?	[L5] [CO2]	[6M]
	b)	A company makes bicycles. It produces 450 bicycles a month and works 12 months a year. It buys the tires for bicycles from a supplier at a cost of \$20 per tire. The company’s inventory carrying cost is estimated to be 15% of cost and the ordering is \$50 per order (irrespective of the order size). Calculate the EOQ, number of orders in a year, total annual ordering cost, inventory carrying cost and total cost of this inventory policy.	[L5] [CO2]	[6M]
6		Illustrate the objectives of Purchasing Function and its Purchasing Procedure.	[L2] [CO2]	[12M]
7	a)	Identify and briefly discuss the functions of Marketing	[L1] [CO2]	[6M]
	b)	Name different types of marketing channels. Label few examples.	[L1] [CO2]	[6M]
8	a)	Analyze the importance of marketing management.	[L4] [CO2]	[6M]
	b)	Discuss short notes on: i) Marketing mix. ii) Types of advertising.	[L2] [CO2]	[6M]
9	a)	‘Advertising is a mass communicating of information intended to persuade buyers’ – Justify this statement.	[L5] [CO2]	[6M]
	b)	Evaluate a best suitable sales promotion technique for promoting electric vehicles ( two wheeler).	[L5] [CO2]	[6M]
10		Build different Strategies involved under stages of Product Life Cycle.	[L3] [CO2]	[12M]

**UNIT –III**  
**HUMAN RESOURCE MANAGEMENT**

1	a)	Define Human Resource Management and describe its importance.	[L1] [CO3]	[6M]
	b)	Managerial and operative function is tool to improve efficiency-Justify your answer.	[L5] [CO3]	[6M]
2	a)	What is recruitment and selection? Explain its process.	[L1] [CO3]	[6M]
	b)	Explain about recruitment. What are the various internal and external sources of recruitment?	[L2] [CO3]	[6M]
3		Why manpower planning is important for any organization? What are the factors that influence man power planning?	[L4] [CO3]	[12M]
4	a)	Illustrate about training. How do you identify the needs for training?	[L3] [CO3]	[6M]
	b)	Differentiate between On-the-Job and Off-the-Job training methods.	[L2] [CO3]	[6M]
5	a)	What is Job evaluation? Explain various methods of Job Evaluation	[L1] [CO3]	[6M]
	b)	Explain the aims of Job evaluation and advantages of Job Evaluation	[L2] [CO3]	[6M]
6	a)	Develop a performance appraisal system for middle level employment.	[L6] [CO3]	[6M]
	b)	What is the purpose of assessing current human resources? How is job analysis done?	[L1] [CO3]	[6M]
7	a)	What do you understand by employee grievances in an organization?	[L1] [CO3]	[6M]
	b)	What are the steps involved in setting up grievance redressal mechanism?	[L1] [CO3]	[6M]
8	a)	Discuss the wage and salary administration. Give Examples.	[L2] [CO3]	[6M]
	b)	Prepare a methods of performance appraisal. What are the objectives of a good performance appraisal system?	[L6] [CO3]	[6M]
9		Describe the following: i) Placement and Employee Induction. ii) Job analysis iii) Job evaluation	[L1] [CO3] [L1] [CO3] [L1] [CO3]	[4M] [4M] [4M]
10		Justify the statement “Human resource management is a proactive approach and personnel management is a relative approach”.	[L5] [CO3]	[12M]

**UNIT –IV**  
**STRATEGIC MANAGEMENT**

1		Classify the difference and importance of Vision, Mission and Strategy suitable for a Manufacturer of Electronics Components.	[L4] [CO4]	[12M]
2		What is Corporate Planning Process? Is this important for long term success of any business organization- comment	[L4] [CO4]	[12M]
3	a)	What is ‘SWOT’ analysis? Draw the framework of SWOT analysis.	[L1] [CO4]	[3M]
	b)	Analyze how ‘SWOT’ analysis can be used to evaluate appropriate corporate strategy.	[L4] [CO4]	[9M]
4		Describe difference between CPM and PERT, in the context of project management.	[L2] [CO4]	[12M]
5	a)	Discuss about basic network terminology application.	[L2] [CO4]	[6M]
	b)	Indicate Rules for drawing network analysis and discuss its terminology.	[L2] [CO4]	[6M]

6	<p>From the following data</p> <p>i) Draw the network</p> <p>ii) Identify critical path</p> <p>iii) Find out the duration of the project</p> <table border="1" data-bbox="485 320 938 622"> <thead> <tr> <th>Activity</th> <th>Duration (in days)</th> </tr> </thead> <tbody> <tr> <td>1-2</td> <td>2</td> </tr> <tr> <td>2-3</td> <td>6</td> </tr> <tr> <td>2-4</td> <td>2</td> </tr> <tr> <td>3-5</td> <td>5</td> </tr> <tr> <td>4-5</td> <td>3</td> </tr> <tr> <td>5-6</td> <td>2</td> </tr> </tbody> </table>	Activity	Duration (in days)	1-2	2	2-3	6	2-4	2	3-5	5	4-5	3	5-6	2	[L6] [CO4]	[12M]																															
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7	<p>a) What is project management? Explain terminology of Project.</p>	[L1] [CO4]	[6M]																																													
	<p>b) Define PERT and importance in Network analysis</p>	[L1] [CO4]	[6M]																																													
8	<p>Draw the suitable network diagram and identify the critical path. What is the Duration of the project that will have 50% chance of completion?</p> <table border="1" data-bbox="204 813 1198 1391"> <thead> <tr> <th>Activity</th> <th>Immediate Predecessor</th> <th>optimistic (a) time</th> <th>Most Likely (m) time</th> <th>Pessimistic(b) time</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>—</td> <td>1 week</td> <td>2 weeks</td> <td>3 weeks</td> </tr> <tr> <td>B</td> <td>—</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>C</td> <td>A</td> <td>1</td> <td>2</td> <td>3</td> </tr> <tr> <td>D</td> <td>B</td> <td>2</td> <td>4</td> <td>6</td> </tr> <tr> <td>E</td> <td>C</td> <td>1</td> <td>4</td> <td>7</td> </tr> <tr> <td>F</td> <td>C</td> <td>1</td> <td>2</td> <td>9</td> </tr> <tr> <td>G</td> <td>D,E</td> <td>3</td> <td>4</td> <td>11</td> </tr> <tr> <td>H</td> <td>F,G</td> <td>1</td> <td>2</td> <td>3</td> </tr> </tbody> </table>	Activity	Immediate Predecessor	optimistic (a) time	Most Likely (m) time	Pessimistic(b) time	A	—	1 week	2 weeks	3 weeks	B	—	2	3	4	C	A	1	2	3	D	B	2	4	6	E	C	1	4	7	F	C	1	2	9	G	D,E	3	4	11	H	F,G	1	2	3	[L6][CO4]	[12M]
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9	<p>A small engineering project consists of six activities. The three times estimates in number days for each activity are given below.</p> <table border="1" data-bbox="212 1608 1153 1783"> <thead> <tr> <th>Activity</th> <th>1-2</th> <th>2-3</th> <th>3-5</th> <th>5-6</th> <th>1-4</th> <th>4-5</th> </tr> </thead> <tbody> <tr> <td><math>t_o</math></td> <td>2</td> <td>1</td> <td>0</td> <td>7</td> <td>3</td> <td>2</td> </tr> <tr> <td><math>t_m</math></td> <td>5</td> <td>1</td> <td>6</td> <td>7</td> <td>3</td> <td>8</td> </tr> <tr> <td><math>t_p</math></td> <td>8</td> <td>1</td> <td>18</td> <td>7</td> <td>3</td> <td>14</td> </tr> </tbody> </table> <p><b>Find out:</b></p> <ol style="list-style-type: none"> <li>1. Calculate the values of expected time (<math>t_e</math>), and S.D variance (<math>v_i</math>) of each activity</li> <li>2. Draw the network diagram and mark on each activity</li> <li>3. Calculate EST and LFT and mark them on the network diagram</li> <li>4. Calculate total slack for each activity</li> <li>5. Identify the critical path and mark on the network diagram</li> <li>6. Probability of completing project in 25 days.</li> </ol>	Activity	1-2	2-3	3-5	5-6	1-4	4-5	$t_o$	2	1	0	7	3	2	$t_m$	5	1	6	7	3	8	$t_p$	8	1	18	7	3	14	[L6] [CO4]	[12M]																	
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10	a)	Express the process of strategy formulation and implementation?	[L2] [CO4]	[6M]
	b)	What is environmental scanning? Explain Internal environment by taking an example?	[L1] [CO4]	[6M]

**UNIT –V**  
**CONTEMPORARY ISSUES IN MANAGEMENT**

1		Discuss Management Information System (MIS) and how it works in an organization.	[L2] [CO5]	[12M]
2		Justify the statement -MRP is an inventory management and control system for ordering and tracking the items needed to make a product.	[L5] [CO5]	[12M]
3	a)	How does Just-InTime (JIT) help in reducing costs?	[L2] [CO5]	[6M]
	b)	Evaluate the importance of Total Quality Management. (TQM)	[L4] [CO5]	[6M]
4	a)	Express the importance of Six Sigma in production.	[L2] [CO5]	[6M]
	b)	Summarize the needs for Supply Chain Management and its potential benefits.	[L2] [CO5]	[6M]
5		What is ERP? Explain the significance of ERP packages.	[L1] [CO5]	[12M]
6		Justify the statement “Performance management is a tool to develop management efficiency”	[L5] [CO5]	[12M]
7		'Business Process Reengineering deals with the restructuring the processes associated with the products or services'. Do you agree?	[L5] [CO5]	[12M]
8		What is balanced score card? How it is useful for a company?	[L1] [CO5]	[12M]
9		What is Bench Marking and how does an organization derive benefit from such initiatives?	[L1] [CO5]	[12M]
10		Make use of JIT, MRP, Six Sigma changed the production environment – How?	[L3] [CO5]	[12M]

**Prepared by**  
**Dept of MBA**