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**NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, GREATER NOIDA**  
(An Autonomous Institute Affiliated to AKTU, Lucknow)

**B.Tech**

**SEM: V - THEORY EXAMINATION (2025- 2026)**

**Subject: Fundamentals of Management**

**Time: 2 Hours**

**Max. Marks: 50**

**General Instructions:**

**IMP:** Verify that you have received the question paper with the correct course, code, branch etc.

1. This Question paper comprises of **three Sections -A, B, & C**. It consists of Multiple Choice Questions (MCQ's) & Subjective type questions.

2. Maximum marks for each question are indicated on right -hand side of each question.

3. Illustrate your answers with neat sketches wherever necessary.

4. Assume suitable data if necessary.

5. Preferably, write the answers in sequential order.

6. No sheet should be left blank. Any written material after a blank sheet will not be evaluated/checked.

**SECTION-A**

15

1. Attempt all parts:-

- 1-a. Pioneer of Human Relations approach is \_\_\_\_\_. (CO1, K1) 1
- (a) Mary Parkett
- (b) Lillian Gilbert
- (c) Henry Fayol.
- (d) Elton Mayo
- 1-b. The process of dividing the work and then grouping them into units and subunits is known as \_\_\_\_\_. (CO2, K2) 1
- (a) Departmentation
- (b) Organisation structure
- (c) Committee
- (d) All of the above
- 1-c. \_\_\_\_\_ is the sum total of ways in which an individual reacts and interacts with others. (CO3, K2) 1
- (a) Personality
- (b) Perception
- (c) Learning
- (d) Motivation
- 1-d. The classical organizational theory views an organization as a \_\_\_\_\_. (CO4, K2) 1
- (a) System
- (b) Machine
- (c) Environment
- (d) None of the above

- 1-e. \_\_\_\_\_ are the approaches to the study of leadership which emphasize the personality of the leader: (CO5, K2) 1
- (a) Contingency theories
  - (b) Group theories
  - (c) Trait theories
  - (d) None of the above

2. Attempt all parts:-

- 2.a. Define 'Management'. (CO1, K1) 2
- 2.b. Draw a product based organization structure. (CO2, K2) 2
- 2.c. Discuss the concept of 'Perception'. (CO3, K2) 2
- 2.d. List down the elements of Organization Design. (CO4, K2) 2
- 2.e. Differentiate between leader and manager. (CO5, K4) 2

### **SECTION-B**

15

3. Attempt all parts:-

3.a. Answer any one of the following:-

- 3.a.(i) Explain principles of Administrative Management. (CO1, K2) 3
- 3.a.(ii) Illustrate the relative importance of each type of skill to lower, middle, and upper-level managers. (CO1, K4) 3

3.b. Answer any one of the following:-

- 3.b.(i) Examine the steps involved in planning. (CO2, K4) 3
- 3.b.(ii) List and describe the various methods of recruitment with the pros and cons of Internal and external recruitment. (CO2, K4) 3

3.c. Answer any one of the following:-

- 3.c.(i) Define motivation. Explain the process of motivation. (CO3, K2) 3
- 3.c.(ii) Assess the significance of 'Big five traits of Personality'. (CO3,K3) 3

3.d. Answer any one of the following:-

- 3.d.(i) Highlight the differences between Functional organization & Project-based organizations. Explain it with the help of a figure. (CO4,K3) 3
- 3.d.(ii) Elaborate the important principles of 'Contingency approach to Organization design'. (CO4,K4) 3

3.e. Answer any one of the following:-

- 3.e.(i) Analyze the different stakeholders involved in Corporate Social Responsibility and highlight the various benefits of CSR. (CO5, K4) 3
- 3.e.(ii) Evaluate which leadership style in Managerial grid, according to Blake and Mouton, is most effective in fostering a productive work environment. (CO5, K5) 3

### **SECTION-C**

20

4. Answer any one of the following:-

- 4-a. Explain the concept of "Time Study and Motion Study " in Scientific Management. (CO1, K2) 4
- 4-b. Discuss the three levels of management and their relevance in decision making. (CO1,K2) 4

5. Answer any one of the following:-
- 5-a. Discuss the different types of planning that is done in an organization. (CO2, K2) 4
- 5-b. Controlling is an indispensable function of Management. Do you agree with this statement. Give four reasons in support of your answer. (CO2, K4) 4
6. Answer any one of the following:-
- 6-a. Identify strategies that organizations can implement to reduce stress and promote a healthier work environment. (CO3, K3) 4
- 6-b. Illustrate the stages in group formation with example. (CO3, K3) 4
7. Answer any one of the following:-
- 7-a. Analyze the differences between centralization and decentralization. (CO4, K4) 4
- 7-b. A startup has only two levels: founders and employees. Decisions are quick, but roles are unclear. According to you which organization structure or design is this? State the advantages and disadvantages of this structural design. (CO4, K3) 4
8. Answer any one of the following:-
- 8-a. Enumerate the qualities of a successful leader. (CO5, K2) 4
- 8-b. Describe the ethics of Marketing and advertising and their impact on business. (CO5, K4) 4