

1125

B. Voc. (Retail Management) 1st Semester
Part-B : Skilled Courses
BIR-102: Management Processes

Time Allowed: 3 hours

Max. Marks: 80

Note: Attempt five questions in all including Question No. I which is compulsory and selecting two questions from each Unit.

- I. Explain any four of the following:
- a) Management Process.
 - b) The Taylor concept of Scientific Management.
 - c) Distinction between Business and Profession.
 - d) The importance of Coordination.
 - e) Difference between Recruitment and Selection.
 - f) Budgetary Control.

(5x4)

UNIT-I

- II. What do you understand by Management? Discuss the nature of management. Can Management reasonably be regarded as a profession. (15)
- III. "Management is both a science and an Art". Discuss the statement. (15)
- IV. What do you mean by the concept of Business? Explain the various traits of a successful business leader in the present business scenario. (15)
- V. Define the term Company. Why joint stock companies are suitable forms of organization in the Global Business World? (15)

UNIT-II

- VI. What do you mean by Planning? Discuss in brief the steps involved in the process of planning. Also mention the features of a good plan. (15)
- VII. Describe the process of Decision-making. How decision-making can be improved? (15)
- VIII. What is the difference between delegation and decentralization? Why is delegation made in the organizations? Also give some points to make delegation an ideal one. (15)
- IX. "Planning is looking ahead and controlling is looking back". Explain the statement and discuss the process of control. (15)

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