



**SANJEEV AGRAWAL GLOBAL EDUCATIONAL UNIVERSITY, BHOPAL**

**MID Semester Test-II,**

**Autumn 2024-25 (Jan- 2025)**

**Name of Program: PhD**

**Course Name: DSE Management and Commerce**

**Course Code: MG20P 104**

**Max. Duration: 1.5 hrs**

**Max. Marks: 30**

**SECTION - A**

**1. Objective Type Questions (ALL QUESTIONS ARE COMPULSORY) (5X1 = 5)**

- A** Which one of the following is an internal source of recruitment?
- |                              |                       |
|------------------------------|-----------------------|
| (i) Employee recommendations | (ii) Personal contact |
| (iii) Campus recruitment     | (iv) Transfer         |
- B** Need hierarchy theory of motivation has been given by
- |              |              |
|--------------|--------------|
| (i) Fayol.   | (ii) Maslow. |
| (iii) Taylor | (iv) Koontz  |
- C** Grapevine is a form of
- |                                |                               |
|--------------------------------|-------------------------------|
| (i) formal communication       | (ii) informal communication.  |
| (iii) channel of communication | (iv) barrier to communication |
- D** TQM focuses on
- |                         |                    |
|-------------------------|--------------------|
| (i) Employee            | (ii) Customer      |
| (iii) None of the above | (iv) Both i and ii |
- E** The aim of Just-In-Time manufacturing principle is to eliminate
- |                                   |                       |
|-----------------------------------|-----------------------|
| (i) time wastage                  | (ii) labour wastage   |
| (iii) cost of excessive inventory | (iv) All of the above |

**SECTION - B**

**3. Long Answer Type Questions (Attempt any FIVE) /06 questions (5X3 =15)**

- What are the various functions of Management?
- Geetika is working in a private-sector bank. One of her key functions relates to the formulation of the overall organizational goals and strategies of the bank. Identify the level of management at which she is working. State any three other functions that she has to perform at this level.
- Explain the concept of decentralization.
- List out the needs in Maslow's need hierarchy theory.
- Write the significance of capital structure.
- Name the various leadership styles.

## SECTION -C

### 4. Long Answer Type Questions (Attempt any One)

(1\*10=10)

- a. "Mantu Spices Ltd." are the manufacturer of different food specific spices like Rajmaa Masala, Cholley Masala, Aaloo Parantha Masala etc. Mr. A. K. T, the owner of the company has created different departments for purchase, production, marketing, finance and human resource. There are thirty employees working in the organization. Planning is of paramount importance to the company as Mr. A. K. T believes that effective planning leads to achievement of organisational objectives. So in order to make employees focus on objectives, he issued instructions that during working hours only official matters will be discussed. He made certain rules and code of conduct for the employees to follow, according to which employees are not allowed to visit and talk to the employees of other departments except for official work. He emphasized on work performance which resulted in the smooth functioning of the organization.

1. Identify and state the type of organisation mentioned in the above para.
2. State one feature of the concept identified in part (a) as mentioned in the above para.
3. What was the purpose behind the formulation of rules for the employees that restricted their personal communication with the employees of other departments?
4. State two values violated by Mr. A.K.T

- b. Real Alliance Ltd. is a well-known cement company in India. It is able to earn adequate revenues to cover costs. Its capital base, number of employees and production turnover has increased manifolds over the years. The rate of profitability of the business is also creditable. The employees of the company are happy and satisfied with their remuneration, working conditions, promotion policy etc. As a part of its moral obligation, the company has taken many initiatives for providing employment to specially abled persons and promoting literacy in the villages adopted by it.
- In the context of the above case:

1. Identify and explain the various types of objectives of management being fulfilled by Real Alliance Ltd by quoting lines from the paragraph.
2. List any two values that Real Alliance Ltd. wants to communicate to society.