

Prin. of Mgt. (New)

**CODE : ANTIMONY**

**Time : 2 Hrs.**

**Marks : 60**

- Instructions :** 1] Attempt all questions in Section-I.  
2] All questions in Section-II carry equal marks.  
3] Figures to right indicate full marks.

**Section - I**

**Q.1** Define following terms (any five)

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- |                       |                         |
|-----------------------|-------------------------|
| I) Management process | VII) Accountability     |
| II) Profession        | VIII) Scalar chain      |
| III) PODSCORB         | IX) Espirit de corps    |
| IV) Delegation        | X) Contingency Approach |
| V) Time study         |                         |
| VI) Authority         |                         |

**Q.2** Case study :

Dinesh prabhu is highly successful marketing man. Currently he is working for a leading pharmaceutical concern. His employers are very much pleased with his work and he has proved to be a result-oriented area manager. Mr. Prabhu is passing through a dilemma. His daughter and sun-in-law are arriving in Mumbai from Australia during the mid-May and shall be staying with him for a week. They have asked Mr. Prabhu to keep are week free from official work. As a matter of fact, Mr. Prabhu is also looking forward to spend some time with daughter and sun-in-law who are visiting after two years.

Being peak summer time, four area managters have already requested and received approval from their boss to take-off that same week. Mr. Prabhu knows that, if he forwards his leave application to his boss Mr. Kiran Aroskar, he certainly would not sanction his leave. Mr. Prabhu decided to forward his request directly to Mr. Sahil Khanna, who is Aroskar's boss and who is friendly with Mr. Prabhu because they stay in the same housing society. Not realising that Aroskar has not seen the request Mr. Khanna sanctions the leave. Just before Mr. Prabhu proceeds on a week's leave Aroskar finds out accidently that his leave was sanctioned by Mr. Khanna.

Precisely this is not the first time that an employee has got the work done by approaching Mr. Khanna directly. There are many such instances. Employees have side-tracked Mr. Aroskar and got sanctions directly by Mr. Khanna. This style of getting work done has become so very common that, employees know if they approach mr. Khanna, they are not disappointed. This actually puts Mr. Aroskar in an embarrassing position.

- i) Why is Mr. Prabhu afraid that his leave may not be sanctioned? 05
- ii) Do you think Mr. Prabhu has remained unethical in getting his leave sanctioned 05

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**Section - II (Any Three)**

- Q.3** Bring out the meaning and explain the features of leadership state the qualities of a successful leader. **10**
- Q.4** Discuss the principles of direction. What are the requirements of effective direction? **10**
- Q.5** Define & discuss the decision-making process. **10**
- Q.6** Answers in brief. (any two) **10**
- i) Evolution of management
  - ii) Role of an Indian manager
  - iii) management as a science.
  - iv) Art of management **10**