

## IMPORTANT QUESTIONS

1. How is the Management a process? Describe the characteristics of Management of any organization. Also describe management as science with the help of examples?
2. "Management planning is really a subject of overall organisation strategy." Discuss this statement with reasons and logics.
3. You have been appointed as a Personnel Director of NOPDA-Precisions Ltd. It proposes to select some engineer-trainees. What procedure will you follow for the recruitment and selection of these personnel? Discuss every step in brief?
4. Give a brief account of the evolution of management thought from early times to modern?
5. "Manpower Planning is really a subject of overall organisational strategy." Discuss this statement with reasons and logic?
6. Discuss the nature of Inventory and Inventory Control and its various techniques?. Also explain the cost elements of Inventory?
7. What kind of activities are included in the area of production management? Also discuss about the problems relating to the control of production operations?
8. What do you understand by ABC method of Inventory control? What are its advantages and disadvantages?
9. What do you understand by PPC? Explain its process in details?
10. Define material management? Its advantages, disadvantages and process in details?
11. Enunciate the objectives, limitations and the procedure of "Marketing Research"?
12. Differentiate between Advertising and Publicity. Also Examine the utility of advertising in the business world?
13. What is the nature of Marketing? Also describe marketing philosophies?
14. Why is the advertising significant from society's point of view? Also explain the types of advertising with the help of Examples?
15. What is Marketing? Explain 4Ps of Marketing? Differentiate between Selling and Marketing in details?
16. Discuss the meanings and evils of over-capitalisation and undercapitalisation for a finance manager while determining the capital requirement and the capital structure?
17. Discuss the relative merits of sources of finance available for providing long term finance for industries?
18. Differentiate between 'Capital Structure' and the 'Capital Mix'. Also explain 'over Capitalization'?
19. What do you understand of Financial Management? Define its Nature, objectives, importance in details?
20. Explain the following with nature and characteristics – A- Shares B- Debentures C- Capital Structure D-Public deposits
21. What is Management Planning? Define its process in detail?
22. What do you understand by PPC? Define its process in detail?
23. What do you understand by Marketing? Define it by different philosophies?

24. Define characteristics of management as a Art, Science and profession?

25. Write Notes on –

1. Induction Training
2. Recruitment
3. Management Approaches
4. Planning chart