

August 2021

**INDUSTRIAL MANAGEMENT***Time Allowed: 1.5 Hours**Full Marks: 70***Answer to Question No. 1 is compulsory and Answer any two questions from the rest.**1. Answer the following questions (any twenty): 20×2Choose the correct answer from the given alternatives:

- i) If the variable costs are High compared to fixed costs, the company earns profit at a –  
a) Higher rate, b) Lower rate, c) Equal rate, d) Company doesn't earn profit
- ii) Contribution is the difference between sales and – a) Fixed cost, b) Variable cost, c) Profit,  
d) Total equity capital.
- iii) The full form of MRP – a) Minimum Retail Price, b) Mean Retail Price, c) Maximum  
Retail Price, d) Medium Retail Price
- iv) The example of indirect tax is – a) Corporate Tax, b) Income Tax, c) Sales Tax, d) GST.
- v) Custom Duty levied on – a) Goods, b) Production, c) Income, d) Sales
- vi) Planning is – a) an Intellectual processes, b) a decision making process, c) an organization  
processes, d) initiating process
- vii) Globalization has its effect on – a) Several countries economy, b) Several countries culture,  
c) Change laws of many countries, d) Never maintain a oligopolistic situation
- viii) ACS targets – a) Only a particular market segment, b) Only building of trust and loyalty,  
c) Only increasing market value, d) Only competitors
- ix) The average cost per unit – a) Increases with increase in amount of goods or services,  
b) Decreases with increase in amount of goods or services, c) Remains same with increase  
in Amount, d) Cannot be predicted.
- x) The process of Globalization affects the developing countries by changing its – a) Political  
scenario, b) Economic and trade scenario, c) Education and health scenario, d) Film  
industry.
- xi) Intellectual property rights includes – a) Copyright, b) Land and bank accounts,  
c) Managing personnel, d) Shares and bonds
- xii) Political instability worldwide often affects the global companies – a) Adversely,  
b) Favourably, c) doesn't affect at all, d) cannot be predicted.
- xiii) Copyright, patents, designs; trademarks are all examples of – a) Features of a global  
company, b) Capital investments of a business, c) Intellectual properties, d) Properties of a  
manager
- xiv) Unity of command principle says – a) There should be unity amongst workers, b) There  
should be unity among managers, c) There should be one superior to a group of persons,  
d) None

- xv) Management is – a) Dealing with or controlling things or people, b) Art of getting things done by people, c) To plan, organize, command, coordinate, control, d) All the above
- xvi) Under the OSH Act, employers are responsible for providing a- a) Safe workplace, b) Land, c) Insurance, d) Estimation
- xvii) Recognition and status belong to- a) Psychological needs, b) Safety needs, c) Esteem needs, d) None
- xviii) Leadership is the- a) Ability to awaken others, b) Ability to persuade others, c) Ability to secure co operation, d) All of these
- xix) HRM is concerned with- a) Recruitment and selection, b) Training, c) Wage administration, d) All of these

Fill in the blanks:

- xx) \_\_\_\_\_ is known as the father of scientific management.
- xxi) \_\_\_\_\_ inspires person to achieve highest level of efficiency.
- xxii) \_\_\_\_\_ leaders do not take opinion of his followers.
- xxiii) \_\_\_\_\_ is the process of attracting qualified & competent persons for different posts/ jobs.
- xxiv) \_\_\_\_\_ are unplanned , unwanted and improper occurrences involving motion of persons, objects or substances which result in injury, damage or loss.
- xxv) Safety stock also known as \_\_\_\_\_.

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| 2. Write short notes (any two):  | 15   |
| a. Industry  |      |
| b. Business  |      |
| c. Globalization   |      |
| 3. a. What are the differences between administration & management?    |      |
| b. What are the theories of scientific management?                     | 8+7  |
| 4. a. What are the four functional pillars of management?              |      |
| b. What are the different levels of management?                        | 8+7  |
| 5. a. Explain line & staff type of organization.                       |      |
| b. Explain the different types of ownership.                           | 5+10 |
| 6. a. What is the importance of grievance handling in an organization? |      |
| b. What are the different types of leadership?                         | 8+7  |
| 7. a. Write a short note on Maslow's theory of motivation.             |      |
| b. Write a short note on (any one):                                    |      |
| i. Factory act,  |      |
| ii. ESI act,   |      |
| iii. Industrial Dispute act.   | 8+7  |
| 8. a. Explain the different sources of raising capital.                |      |

- b. Explain the importance of VAT. 10+5
9. a. With proper graphical representation, explain ABC analysis.  
b. What is the importance of inventory management? 10+5
10. a. Write short note on (any one)-  
i. BIN card  
ii. Materials issue request  
b. Write a note on Economic order quantity (EOQ). 8+7
11. a. What are the direct and contributory causes of accident?  
b. Write a note on safety committee. 8+7
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