

CSM – 50/20
Management
Paper – I

Time : 3 hours

Full Marks : 300

The figures in the right-hand margin indicate marks.

*Candidates should attempt Q. No. 1 from
Section – A and Q. No. 5 from Section – B
which are compulsory and any **three** of
the remaining questions, selecting
at least **one** from each Section.*

SECTION – A

1. Answer any **three** of the following : 20×3 = 60
 - (a) What are generally considered to be the major dimensions of management ? How do they compare and contrast with one another now, and what is needed in the future ?

- (b) Why is the study of culture important to organizational behaviour ? Why do you feel the Hawthorne studies made an important historical contribution to the study of organizational behaviour ?
 - (c) Identify the factors that influence the formulation of organizational objective. Briefly explain each one of them indicating their relative importance.
 - (d) What are the steps in Simon's decision making process ? Relate these steps to an actual decision making.
2. Briefly identify the major styles of leadership from Blake and Mouton's grid, from Hersey and Blanchard's situational model, and from Likert's four system. Which are more effective or less effective and why ? (15×3)+15 = 60
3. (a) What are three classifications of motives ?
- (b) What implications does the security motive have for modern human resource management ?

- (c) What is the major criticism of Herzberg's two factor theory of motivation ? Do you think it has made a contribution to the better understanding of motivation in the workplace ?
— Justify your answer. 10+20+30 = 60

4. (a) Distinguish, with example, between probability mass function and probability density function.
- (b) The monthly demand (X) of a particular product has the following probability distribution :

X	P(X)
1	0.05
2	0.10
3	0.15
4	0.28
5	0.17
6	0.14
7	0.07
8	0.04

Determine the monthly expected demand and its standard deviation.

If the cost of producing X no. of items is given by $C = 50,000 + 400x$, determine the expected cost and its standard deviation.

- (c) Graphically represent a time-series data which have all the four components.
- (d) What are smoothing co-efficients in forecasting ? How are the smoothing co-efficients and initial values determined for single exponential smoothing model ?

$$10+20+10+20 = 60$$

SECTION – B

5. Write short notes on any **three** of the following :

$$20 \times 3 = 60$$

- (a) Steps of Budgetary Control
- (b) Control system in Service Organization
- (c) Analysis of structural dimensions of Indian Economy
- (d) Cost drivers and their management

6. What are the most important areas of management decisions opened up by the application of Marginal Costing Method ? Answer briefly each of the areas with example(s). 60
7. "Cost classification is the process of grouping costs according to their common characteristics."
— Elucidate the statement according to Elements, Functions and Behaviour. 60
8. (a) Explain, in brief, various elements of economic and non-economic environment of business in the context of prevailing business environment in India.
- (b) What do you mean by Corporate Citizenship ?
Examine the regulatory base of Corporate Social Responsibility. 40+20 = 60

