

AMIETE – ET/CS/IT (OLD SCHEME)

Time: 3 Hours

OCTOBER 2012

Max. Marks: 100

PLEASE WRITE YOUR ROLL NO. AT THE SPACE PROVIDED ON EACH PAGE IMMEDIATELY AFTER RECEIVING THE QUESTION PAPER.

NOTE: There are 9 Questions in all.

- Question 1 is compulsory and carries 20 marks. Answer to Q.1 must be written in the space provided for it in the answer book supplied and nowhere else.
- The answer sheet for the Q.1 will be collected by the invigilator after 45 minutes of the commencement of the examination.
- Out of the remaining EIGHT Questions answer any FIVE Questions. Each question carries 16 marks.
- Any required data not explicitly given, may be suitably assumed and stated.

Q.1 Choose the correct or the best alternative in the following: (2×10)

a. Management is

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|----------------------|-----------------------|
| (A) An art | (B) A science |
| (C) Both (A) and (B) | (D) None of the above |

b. Planning is the function of

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|---------------------------|------------------------------|
| (A) Top management only | (B) Middle management only |
| (C) Lower management only | (D) All levels of management |

c. Need Hierarchy Theory of motivation was given by

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|----------------------|-----------------|
| (A) W.G. Scott | (B) A.H. Maslow |
| (C) Peter F. Drucker | (D) F. Herzberg |

d. Which of the following organization is formed voluntarily by the employees?

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|-----------------------------|-----------------------------|
| (A) Formal Organization | (B) Informal Organization |
| (C) Functional Organization | (D) Divisional Organization |

e. Recruitment is done _____ in the life span of the organisation

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|------------------|------------------|
| (A) Once | (B) Twice. |
| (C) Occasionally | (D) Continuously |

f. In which year Minimum Wages Act was enacted?

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| (A) 1947 | (B) 1949 |
| (C) 1948 | (D) 1950 |

Code: AE16/AC17/AT20

Subject: INDUSTRIAL MANAGEMENT

- g. Inventory carrying costs _____ as the ordered quantity increases.
- (A) Increase (B) Decrease
(C) Remain Constant (D) All of the above
- h. Gross Working Capital is.
- (A) Firm's investment in total assets
(B) Excess of Current Assets over Current Liabilities
(C) Excess of Current Liabilities over Current Assets
(D) Firm's investment in fixed assets
- i. Product promotion involves
- (A) Personal selling (B) Advertising
(C) Publicity (D) All of the above
- j. The following ratio determines the long term financial position of the company
- (A) Current Ratio (B) Acid test Ratio
(C) Capital Gearing Ratio (D) Debt Equity Ratio

**Answer any FIVE Questions out of EIGHT Questions.
Each question carries 16 marks.**

- Q.2** a. Briefly explain the functions of a Manager. (8)
- b. Explain the difference between management and administration. (8)
- Q.3** a. Define Delegation of Authority and explain its elements. (8)
- b. Explain the characteristics and importance of organization. (8)
- Q.4** a. What is free-rein Leadership? What is a difference between Autocratic and Democratic Leadership? (8)
- b. Distinguish between Theory X and Theory Y of Human Behaviour. (8)
- Q.5** a. Discuss the terms 'Wages' and 'Salary'. What factors determine the wage structure in an industrial enterprise? (8)
- b. Explain the various steps involved in the selection procedure. (8)
- Q.6** a. Define the following terms as used in the Workmen's Compensation Act
- (i) Partial Disablement
(ii) Total Disablement
(iii) Wages
(iv) Workman (8)

- b. Define Trade Union. What are the rules regarding change of name of a Trade Union. (8)
- Q.7** a. Discuss the utility of Production, Planning and Control for an industrial organization. (8)
- b. What is Budgetary Control? Explain its objectives and advantages. (8)
- Q.8** a. Define Trial Balance, Profit and Loss Account and Balance Sheet. (8)
- b. (i) If Inventory turnover Ratio is 5 times and Average Stock at cost is Rs 75,000. Find out cost of goods sold. (2)
- (ii) Calculate:
- P/V Ratio (2)
 - Break Even Point (2)
 - Margin of Safety (2)
- When Total Sales = Rs.3,60,000
 Selling Price per unit = Rs.100
 Variable Cost per unit = Rs.50
 Fixed Cost = Rs.1,00,000
- Q.9** Write a short note on any **TWO**:-
- (i) Network Analysis.
 (ii) Decision making process.
 (iii) TQM.
 (iv) Market Research. (2×8)