

S.D.E.
M.C.A. Sem - I (Old Course) : SUMMER - 2019
SUBJECT: INTRODUCTION TO MANAGEMENT FUNCTIONS

Day : Thursday		Time: 10.00 AM TO 1.00 PM
Date : 09/05/2019	S-2019-5253	Max. Marks: 80

N.B.:

- 1) Attempt **ANY FIVE** questions from Section – I and **ANY TWO** questions from Section – II.
 - 2) Answers to both the sections should be written in *SAMI* answer books.
 - 3) Figures to the right indicate **FULL** marks.
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SECTION – I

- Q.1** What do you mean by ‘Training and Development’? Explain any two methods of training in detail. [10]
- Q.2** Define Pricing. Discuss various factors that influence pricing. [10]
- Q.3** Write a detailed note on ‘Financial Forecasting’. [10]
- Q.4** Explain in detail the need for Supply Chain Management and its benefits. [10]
- Q.5** What do you mean by Strategy? Discuss its importance when an organization decides to diversify. [10]
- Q.6** Elaborate the significance of ‘Financial Ratios’ in financial analysis. [10]
- Q.7** Write short notes on **ANY TWO** of the following: [10]
- a) Diversification
 - b) Performance Appraisal
 - c) PERT / CRM

SECTION – II

- Q.8** Discuss various activities performed by the receiving department from the time materials are inwarded at the security gate till the time they are accepted and taken into stock. [15]
- Q.9** Your organization is planning to open two new retail outlets in the state in the coming year. Prepare a plan to select 50 new customer care executives. [15]
- Q.10** Outline the procedure you will follow in establishing Quality Circles in various departments in order to maintain quality. [15]

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