

**B.TECH SEM - III (2007 COURSE) (INF. TECH.) : WINTER - 2017**  
**SUBJECT: INDUSTRIAL MANAGEMENT**

Day: **Monday**  
Date: **15/01/2018**

**W-2017-2375**

Time: **10.00 AM TO 01.00 PM**  
Max. Marks: 80

**N.B.:**

- 1) **Q. No. 1 and Q. No. 5 are COMPULSORY.** Out of remaining attempt **ANY TWO** question from each section
- 2) Answer to both the sections should be written in **SEPARATE** answer books.
- 3) Figures to the right indicate **FULL** marks.
- 4) Assume suitable data, if necessary.

**SECTION – I**

- Q.1** a) What are the conceptual difference between organization and Management? (05)  
b) Explain factors governing plant location. (05)  
c) Which factors affecting MPP? (04)
- Q.2** a) Describe the contribution of Gilbreth in Management Science. (07)  
b) Explain the Process of Organization. (06)
- Q.3** a) Write a note on Fixed Position layout and Combination layout with suitable example. (07)  
b) Discuss Laws of demand and supply. (06)
- Q.4** a) Describe different methods of Wage Payment in detail. (07)  
b) Explain the methods of training. (06)

**SECTION – II**

- Q.5** a) What are the objectives of Financial Management? (05)  
b) Define Sales forecasting. What are the objectives of sales forecasting? (05)  
c) What do you understand by E-Business? (04)
- Q.6** a) What is Budget? Discuss types of budget in detail. (07)  
b) Explain the internal sources of finance in detail. (06)
- Q.7** a) Describe Marketing Management and its functions in detail. (07)  
b) Explain with suitable example any one sales forecasting technique. (06)
- Q.8** a) Define Pollution. Explain in detail types of pollutions. (07)  
b) Discuss institution supporting small business enterprise. (06)