

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2076 Chaitra

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization & Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Explain the importance of organization in the society. Define the term informal Organization. [5+3]
2. Explain behavioral management approach theory. What are the basic skills and function required for management? [3+5]
3. What advantages does joint stock organization has over partnership organization? Explain the features of line organization. [4+4]
4. Explain the role of purchasing and marketing department in the organization. [8]
5. Explain the role of personnel management in the organization. Why do we need manpower planning in the organization. [4+4]
6. What do you mean by incentives. Explain the different factors affecting the wage/salary structure. [4+4]
7. Define the term motivation and explain different technique of motivation. [4+4]
8. Describe Trait Approach of Leadership. Explain the Vroom's Expectancy theory of motivation. [4+4]
9. What are the qualities of a good leader? Explain the term entrepreneurship. [5+3]
10. Define the term MIS. Explain the value of MIS in the planning process. [3+5]

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2075 Chaitra

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Define organization. What are the roles of an organization for professional growth and development of an employee? Do we need informal organization indeed? [2+4+2]
2. What are the function of Management? Briefly explain the features of scientific management theory. [4+4]
3. What is the significance of Human Resource Manager in modern organization? Elaborate how HR manager would implement Scientific Management Approach? [4+4]
4. Define the term Marketing. Explain the importance of Marketing in an Organization. [3+5]
5. What are the functions of personal management? How wages are calculated? [5+3]
6. What kind of salary and benefits do you expect when you join an organization? Explain interviewing process. [5+3]
7. What do you mean by motivation? Why is the theory proposed by Maslow on hierarchy of human needs called satisfaction progression process? Explain with examples. [3+5]
8. What is the difference between a leader and manager? How do you want to pursue your career in future? What are the challenges for a good leader in modern times? [4+2+2]
9. Describe Democratic Leadership style. Explain Behavioral approach of leadership. [4+4]
10. Write short notes on: (Any two) [4+4]
 - a) Manpower planning
 - b) Organizational structure
 - c) Satisfaction progression Vs Frustration Regression Process

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2076 Ashwin

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Define organization and management. What are the principles of organization? [2+6]
2. Describe various roles for a manager to play in an organization. Briefly mention the different models of management. [4+4]
3. What advantages does Joint stock Organization has over Partnership Organization? Explain the features of line Organization. [4+4]
4. Draw an outline of purchasing process for an organization. What are the challenges for marketing of software products in Nepal? [4+4]
5. Explain the role of Personnel Management in the organization. Why do we need manpower planning in the organization? [4+4]
6. How do you see the significance of Blake and Mouton's managerial grid for organization's growth? Explain. [8]
7. Define Motivation. Explain the features of Maslow's hierarchy of needs. [3+5]
8. Describe the role of entrepreneurship in the development of IT sector in Nepal. What are the risks and challenges for an aspiring entrepreneur in Nepalese IT sector? [5+3]
9. What is the relationship between computers and management information system? Explain how information systems can be organized in proper way? [2+6]
10. Define the term MIS. Explain the value of MIS in the planning process. [3+5]

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- ✓ Attempt All questions.
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1. Define Formal and Informal organization. Discuss on principles of organization. [2+6]
2. Why is there a need for different levels of management? What are the managerial skill a modern manager needs to be equipped with? [4+4]
3. What are advantages of line and staff organization over line organization and functional organization? Explain committee organization and its types. [4+4]
4. Suppose you are chief executive officer (CEO) of a software company. Which type of ownership would you prefer? And why? Suggest suitable organizational structure for it with figure. [4+4]
5. What is the importance of Personnel Policy in an organization? Discuss pros and cons of referral approach for manpower recruitment this competitive world. [4+4]
6. Explain how Vroom insists on importance of reward through his VIE theory for motivation. [8]
7. What do you mean by human need? How is need used for motivation? Explain the Herzberg's hygiene theory of motivation. [2+2+4]
8. Describe why you would / or would not undertake a startup after graduation. What are the risks and challenges for an aspiring entrepreneur in Nepal society? [5+3]
9. Having spent more than 3 years in a particular college/campus of yours, what are the recommendations you wish to propose to the college management for the future improvement that would it turn boost up overall academic performance and image of the college? [8]
10. Briefly describe about the information support required in different functional areas of management. [8]

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- ✓ Attempt All questions.
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- ✓ Assume suitable data if necessary.

1. Define organization. Why do we need organization? Can we sustain without organization? [2+3+3]
2. What are the functions of management? Explain different levels of management? What are the qualities of good manager? [3+2+3]
3. What is difference between Administrative Management Approach and Behavioral Management Approach? What is the rationale for Scientific Management Approach? [4+4]
4. Discuss on different steps for formation of Joint Stock Company. Explain the merits and demerits of Committee organization. [4+4]
5. What is personnel management? What must a good personal policy include?
6. Differentiate between attitude, group and executive motivation. List the techniques of motivation. [8]
7. Explain Blake's and Mouton's managerial grid? Describe different leadership approach? [8]
8. What is entrepreneurship? Why is there need for promotion of entrepreneurship in developing nation? [8]
9. Describe how you envision yourself as a leader in the future professional career. What are the qualities of a good leader? [4+4]
10. Describe how data and information are used in an officer. What is the difference between Decision Support System (DSS) and Management Information System (MIS)? [4+4]

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1. Describe the role of organizations for human civilizations? What are the characteristics of an organization for business operations? [4+4]
2. State and define various levels of management. What are the various skills necessary to be an efficient manager? [4+4]
3. Which type of organizational structure is best suited for a temporary engineering project? Present your logic. [8]
4. Define the term marketing and why marketing is important in an organization? [8]
5. What is the role of interview in manpower hiring process? What is difference between wage and salary? What is an incentive and why is it needed? [3+3+2]
6. What do you understand by the term Motivation? Explain Herzberg's Hygiene Maintenance Theory. [3+5]
7. What is Leadership? In your opinion, which type of leadership is most efficient in Nepal? Present your views and logic. [3+5]
8. What is the importance of entrepreneurship for national economy in Nepali context? What is the significance of law enforcement for entrepreneurship? [4+4]
9. Differentiate between a Boss and Leader in terms of various Leadership styles you have studied. [8]
10. What are the Objectives of Case study? Explain the needs, function and importance of MIS in organizations of today's modern world. [4+4]

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1. Define the term organization. What impact do different organizations have over our society? [3+5]
2. Which Management theory is best suited for the organizations in Nepal? [8]
3. Explain the features of Partnership Organization. What difficulties can a Partnership Organization possibly face? [3+5]
4. How important is Marketing in business? What are the different methods of Purchasing? [4+4]
5. Define Personnel Management. How important is discussing Personnel Policy/Employee Handbook to newly hired employee? [3+5]
6. What do you mean by incentives? Explain the different factors affecting the wage/salary structure. [3+5]
7. Define the term Motivation and explain Maslow's theory of motivation. [3+5]
8. Define the term leadership. Which leadership style is appropriate in the engineering project? Comment. [3+5]
9. Define the term Entrepreneurship. Explain entrepreneurship characteristic. [3+5]
10. Define the term MIS. What do you mean by website? Explain the role of computer for management information system. [2+2+4]

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- ✓ Attempt All questions.
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1. Why do we need organizations? Describe the principles of an organization. [4+4]
2. State and explain the different levels of Management. What are the basic skills required for Management? [4+4]
3. What is the difference between Scientific Management and Management Science? How do Taylor's principles illustrate importance of Scientific Management for production processes? [3+5]
4. Which organization structure is more suitable to engineering project? Discuss with your logic. [8]
5. Explain the different methods of Purchasing. Why is advertising one of the best form of Marketing? [5+3]
6. What is the difference between recruitment and hiring? Why do we need incentives in an organization? [4+4]
7. What are the different factors that affect wage / salary structure? Explain different methods of Training Manpower. [4+4]
8. What is the difference between theory 'X' and theory 'Y'? Explain on the basis of different theory of motivation. [8]
9. Describe Autocratic Leadership Style. Explain the different characteristics of Entrepreneur. [3+5]
10. If you are asked to prepare the case study considering the planning horizon, leadership, motivation and human resource development for either Nepal Electricity Authority or Nepal Telecom to improve the existing performance of these institution. How do you prepare case study following its structure? [8]

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INSTITUTE OF ENGINEERING
Examination Control Division
2073 Shrawan

Exam.	New Back (2066 & Later Batch)		
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Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Explain the term organization. Explain the difference between Formal and Informal organization. [3+5]
2. Define the term management and explain the function of management. [3+5]
3. What advantage does Behavioral Management theory has over Scientific Management Theory. Explain in detail. [8]
4. An organization may change its form of ownership. Explain this with some examples. [4+4]
5. Explain the importance of marketing in modern business. Salesmanship is an important ingredient of marketing. Do you agree with this statement? [4+4]
6. Why is personnel Policy necessary to be discussed? Discuss the importance of Manpower Planning. [5+3]
7. What is difference between appropriate and inappropriate human resources? List out some idea to elaborate them concerning with "Human Resources Management". [8]
8. Discuss the role of management in Motivation. Explain McGregor's theory X and theory Y. [3+5]
9. Entrepreneurship is not only the creativity of entrepreneur but also strongly need the conducive environment for entrepreneurship. Elaborate with your logic. [8]
10. Explain the importance of Management Information System (MIS). Explain information support for functional areas of Management. [4+4]

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Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
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1. Why is an organization necessary? Explain the principles of an organization. [4+4]
2. What are the differences between the terms organization and management? Why do you need scientific approach of management to an organization? [2+2+4]
3. What do you mean by organizational structure? How is it defined for a particular enterprise? Write advantages and disadvantage of line organization. [2+2+4]
4. What do you mean by purchasing and procurement? Explain the functions of marketing. [3+5]
5. Explain the motive behind personnel management? Describe various functions of personnel management. How does Human Resources Management System differ from personnel management? [2+4+2]
6. Define the term job analysis and explain scientific selections of manpower. [5+3]
7. What do you mean by Human need? How is a need used for motivation? Explain Herz Berg's Hygiene theory of motivation. [2+2+4]
8. A reader is leader. Elaborate it in terms of leadership styles. What are the differences between a leader and a manager? [5+3]
9. Define Management Information System (MIS). Describe briefly about different types of Information System and their support to managers in decision making. [5+3]
10. What are the objectives of a case-study? Explain the needs, functions and importance of MIS. [3+5]

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- ✓ Attempt All questions.
- ✓ All questions carry equal marks.
- ✓ Assume suitable data if necessary.

1. Define organization and explain the principle of organization.
2. What do you mean by management? Explain the function of management.
3. Explain Henry Fayol's 14th principle of management.
4. What do you mean by co-operative societies? Explain different types of co-operatives.
5. What do you mean by purchasing? Explain different function of purchasing department.
6. Define personal management and explain function of personal management.
7. What do you mean by incentive? Explain different factors of salary structure.
8. Define motivation and explain different technique of motivation.
9. Define leadership and explain different qualities of good leader.
10. How information system support for functional area of management.

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- ✓ Attempt All questions.
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1. What are the principles of organization? Explain formal and informal organization. [4+4]
2. What are the managerial skills? Explain the importance of management. [4+4]
3. What are the forms of ownership? Explain advantages and disadvantages of single ownership organization. [4+4]
4. What do you understand by behavioral management approach? Explain administrative management approach. [4+4]
5. What are the methods of purchasing? Explain the various functions of marketing. [4+4]
6. What is personnel management? Explain recruitment and selection of staff. [3+5]
7. What do you mean by Training and Development of Human resources? Explain various incentives used in organization. [5+3]
8. What is motivation? Explain the difference between Maslow's Heirarchical need theory and Alderfer's ERG theory. [3+5]
9. Define the term Entrepreneurship and write the steps for establishing a small scale unit of Entrepreneurship. [3+5]
10. Write short notes on: (any two) [4×2]
 - i) Objective of Case Study
 - ii) Organization structure and
 - iii) Organizing Information systems

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Examination Control Division
 2070 Chaitra

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Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
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1. Describe why organization is considered as an open system. Explain the importance of organization. [4+4]
2. Name the different models of management. Explain any three of them in detail. [3+5]
3. State and describe H.Fayol's administrative management theory. [8]
4. What is meant by 'Joint Stock Company'? Describe the procedure for forming 'Joint Stock Company'. [3+5]
5. Define marketing, advertising. Explain the function of purchasing in detail. [3+5]
6. Define the term personnel management. Explain the function of personal management. [3+5]
7. Define merit rating. State and describe the various methods of merit rating. [2+6]
8. What do you mean by human needs? Describe A. Maslow's hierarchy of needs theory in detail. [3+5]
9. Define leadership and explain by Blakes and Mouton's Management Grid. [3+5]
10. Define Management Information System. Explain information support for functional areas of management. [2+6]

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- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
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- ✓ Assume suitable data if necessary.

1. Define Organization. Explain the importance of Organization in society. [3+5]
2. Define the term Management and explain different levels of Management. [3+5]
3. What do you mean by Joint Stock Company? Explain the advantages and limitations of a Joint Stock Company. [2+6]
4. What do you mean by motivation? Describe Maslow's hierarchy of needs briefly. Can Maslow's theory explain tireless quest of Laxmi Prasad Devkota for excellent literary works? [2+3+3]
5. Explain the process of recruitment and selection of man power in an organization. What do you mean by outsourcing in this context? [6+2]
6. a) Explain different Techniques of Motivation. [4]
b) Define term contingency approach of Leadership. [4]
7. Define the term Entrepreneurship and explain the characteristics of Entrepreneurship. [3+5]
8. Define Management Information System. Describe briefly various types of Management Information System. [2+6]
9. Silicon Valley is the best example of successful entrepreneurship. Elaborate with your thoughts. [8]
10. Write short notes on: (any two) [2×4]
 - a) Computer aided Advertising
 - b) Objectives of case study
 - c) Satisfaction progression Vs. Frustration Regression Process

Examination Control Division

2070 Ashad

Exam.	New Back (2066 & Later Batch)		
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Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization & Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Ten questions.
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- ✓ Assume suitable data if necessary.

1. What are the principles of Organization? Explain the Informal Organization. (4+4)
2. Explain the importance of Management and discuss the different function of Management. (3+5)
3. Explain Administrative Management Theory. (8)
4. What do you mean by organization structure? Explain Line Organization. (4+4)
5. Define the term purchasing. Explain different function of Purchasing department. (3+5)
6. Define the term Personnel management and explain its functions. (8)
7. What do you mean by incentives? Explain the different factors affecting the wage/salary structure. (3+5)
8. Define the term Motivation and explain different technique of motivation. (3+5)
9. Define the term leadership and Explain the different qualities of good leader. (3+5)
- 10 a. Define the term Entrepreneurship. (3)
- b. Explain the Vroom's Expectancy theory of Motivation. (5)
- 11 What do you mean by Case study? Explain the objective of case study. (4+4)
- 12 Define term MIS. How information support for functional areas of management? (3+5)

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INSTITUTE OF ENGINEERING
Examination Control Division
2068 Baishakh

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
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1. What is meaning of organization? Explain organization behavior as a multidisciplinary field. Explain the Scientific Management theory. [4+4+8]
2. What do you understand by policy and executive groups in an organization? Explain functional organization. What is responsibility and authority? Explain matrix organization chart. [4+4+3+5]
3. Why is MIS necessary for management? Explain computer and MIS. What is information Architecture? Explain database information system. [4+4+3+5]
4. Explain the two factors theory of motivation. How can you determine the most effective leadership style? Define the term informal organization. [5+7+4]
5. Define the term personnel management. Explain the different factors of wage and salary structure. What are the methods of performance appraisals? [4+8+4]
6. Write short notes on: (Any Four) [4×4]
 - a) Leadership style
 - b) Information system for planning process
 - c) Marketing concept
 - d) Database information system
 - e) Incentive programs

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Subject: - Organization and Management

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1. Explain Limited Corporation. Describe organization as an open system. Explain scientific management theory? [4+4+8]
2. Explain the different activities of production development. Discuss the responsibility and authority of policy and executive groups. Differentiate line and staff organizations. [6+6+4]
3. What do you understand by Hierarchy of information needs? Discuss the role of information system to the decision making process. Explain networking information system. [5+6+5]
4. Explain Joseph Scanlon's plan of participative management? Discuss the contingency approach of leadership. Explain Macgregor's theory 'x' and theory 'y'. [5+5+6]
5. Define the term personal management. Discuss the methods of performance appraisal. Explain different factors of wage and salary structure. [4+6+6]
6. Write short notes on: (any four) [4×4]
 - a) Single ownership organization
 - b) Span of control
 - c) Group technology
 - d) Management by objectives
 - e) Integrative collective bargaining

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1. Differentiate between private limited and public limited company. Explain organization behaviour as a multidisciplinary field. What are the importance of contingency theory of management? [5+4+7]
2. What do you mean by purchasing and marketing concept? Explain the manufacturing methods in industrial organization. What do you mean by span of control in a line organization? [5+6+5]
3. Explain the importance of management information system. Discuss the role of information in the planning process. What do you mean by network information system? [5+6+5]
4. Discuss the Herzberg's theory of motivation. How will you determine the most effective leader in the business organization? Define the term informal organization. [6+6+4]
5. Explain the term job description. What are the processes of collective bargaining? Discuss the different steps of hiring and selecting staff. [4+6+6]
6. Write short notes on: (any four) [4×4]
 - a) Partnership organization
 - b) Industrial relation
 - c) Job design and work efficiency
 - d) Functional organization
 - e) Computer integrated manufacturing plants

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1. What do you mean by organization behaviour? Explain the functions of management. Discuss the behavioural management theory. [4+4+8]
2. Discuss the activities of production development. What do you mean by industrial relation? Define the term line and staff organization. [5+6+5]
3. Discuss the hierarchy of information needs. What are the role of information system for decision making process? Explain database information system. [5+6+5]
4. What are the motivational theory of Herzberg's hygiene factors and motivational factors? Discuss the behavioural approach of leadership. Define the term authority and power. [6+5+5]
5. What do you mean by job analysis? Discuss the different steps of hiring and selecting staff. Explain the methods of performance appraisal. [6+5+5]
6. Write short notes any four of the following: [4×4]
 - a) Contingency Management Theory
 - b) Needs for Management Information System (MIS)
 - c) Contingency Approach of Leadership
 - d) Incentive Programs
 - e) Value of Case Study

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Exam.	Regular/Back	
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LIBRARY

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
 - ✓ Attempt any Five questions.
 - ✓ The figures in the margin indicate Full Marks.
 - ✓ Assume suitable data if necessary.
- Elect

1. What do you mean by organization? Explain the importance of organization in society. Discuss the concept of scientific management theory. [3+5+8]
2. Explain different activities of production development. What do you mean by purchasing? Define the term responsibility and authority. What do you mean by span of control? [5+3+5+3]
3. What do you mean by hierarchy of needs? Define the term information architecture. Discuss the term information system for planning process. Explain the database information system. [4×4]
4. Define the term theory 'X' and theory 'Y' in the motivation theory. Justify job design improve work efficiency. What do you mean by trait approach in leadership? Discuss the importance of participative management in organization. [5+3+4+4]
5. What do you mean by personal management? Define the term job analysis. Discuss different steps of hiring and selecting staff. What do you mean by collective bargaining? [3+5+5+3]
6. Write short notes any four of the following: [4×4]
 - a) Single ownership organization
 - b) Industrial relation
 - c) Networking information system
 - d) Informal organization
 - e) Needs of MIS

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ *Attempt any Five questions.*
- ✓ *All questions carry equal marks.*
- ✓ *Assume suitable data if necessary.*

1. Define the term management and discuss the concept of Taylor's scientific management theory.
2. What do you mean by organization structure? Explain the meaning of responsibility and authority.
3. What do you mean by hierarchy of information needs? Explain the information system for planning process.
4. Define the term 'Motivation'. How does Macgregor's theory 'X' and theory 'Y' apply to motivation?
5. What do you mean by job analysis? Explain different steps of hiring and selecting staff.
6. Write short notes any two of the following:
 - a) Transactional Management Model
 - b) Objective of Purchasing
 - c) Networking Information System

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Examination Control Division
2064 Jestha

Exam.	Regular/Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Basu Dev Aryal

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Define the term organization. Explain organization as an open system. What do you mean by management? Explain different functions of management. [3+5+3+5]
2. What do you understand by division of labour? Define term span of control. Explain the term authority and responsibility. [4+4+8]
3. What is the contribution of computer in management information system? Explain the role of software to on-line information system for planning process. [7+9]
4. Explain different styles of leadership in brief. Which style you recommend as most effective leader in industrial organization? [10+6]
5. What do you mean by human resource management? Define the term collective bargaining. Explain the process of collective bargaining. [5+5+8]
6. Write short notes any four of the following: [4×4]
 - a) Scientific management theory
 - b) Industrial relation
 - c) Maslow's hierarchy of needs theory
 - d) Information system model
 - e) Job analysis

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Examination Control Division
2063 Baishakh

2063-2-21

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ All questions carry equal marks.
- ✓ Assume suitable data if necessary.

1. What do you mean by organization behaviour? Explain organization behaviour as a multidisciplinary field.
2. Discuss Maslow's hierarchy of needs theory of motivation and compare his theory with that of Herzberg's theory of motivation.
3. What do you mean by information architecture? Explain information system model.
4. What do you mean by management by objective (MBO)? Explain the role of informal organization in management.
5. Define the term performance appraisals and explain different factors of wage and salary structure.
6. Write short notes any two of the following:
 - a) Team effort management model
 - b) Market research
 - c) Authority and power
