



**INDIAN MARITIME UNIVERSITY**

**SCHOOL OF MARITIME MANAGEMENT**

**May/June 2013 Examinations  
FIRST SEMESTER**

**PRINCIPLES AND PRACTICES OF MANAGEMENT**

**Old Subject Code: T 1101  
Date: 05.06.2013  
Time: 3 Hrs**

**QP Code: T0811101/ T0821101  
Max. Marks: 75**

**Note: Answer All Questions**

**(10 x 1 = 10)**

**Part –A**

1. The Hawthorne Experiments were conducted by
  - a. A.H. Moslow and his team
  - b. Rensis Likert and his team
  - c. Elton Mayo and his team
  - d. Kurt Levin
  
2. An approach to study of organisation that looks at an organisation as composed of many inter related parts making up an integrated work is
  - a. Functional approach
  - b. Group approach
  - c. System approach
  - d. Oligopolist approach
  
3. The plan for meeting the challenges of the competitors is called
  - a. Programme
  - b. Mission
  - c. Derivative plan
  - d. Strategy
  
4. Which of the following is NOT the step in rational decision making?
  - a. Studying the environment
  - b. Recognising the problem
  - c. Deciding priorities among problems
  - d. Diagnosing the problem
  
5. Figure Ground theory explains the process of
  - a. Cognition
  - b. Sensation
  - c. Perception
  - d. Motivation
  
6. A personality characteristic indicating one's willingness to do whatever it takes to get one's own way is known as
  - a. Locus of control
  - b. Machiavellism
  - c. Job Characteristic model
  - d. Personality legitimacy

7. Leaders who provide individualised consideration and intellectual stimulation and who possess charisma are known as
  - a. Transactional leaders
  - b. Transformational leaders
  - c. Situational leaders
  - d. Visionary leaders
8. Which of the following theories state that "employees make comparison of their efforts and rewards with those of others in similar work situation"?
  - a. Vroom's expectancy theory
  - b. Adam's equity theory
  - c. Alderfer's ERG theory
  - d. Herzberg two factor theory
9. -----is the third person acting as a catalyst, who assets in the achievement of smooth introduction and implementation of change
  - a. Change agent
  - b. Change manager
  - c. Change supervisor
  - d. Change player
10. Mild level of stress is called
  - a. positive stress
  - b. Need stress
  - c. Eustress
  - d. distress

### Part –B

**Note:- Answer any Five Questions**

**(5 x 5 = 25)**

11. Explain the ten managerial roles identified by Mintzberg.
12. Explain the steps in planning process.
13. Explain the various personality theories.
14. Explain the various leadership styles.
15. Describe the three needs isolated by McClelland theory of motivation.
16. Explain in brief the consequences of stress.
17. Explain the process of rational Decision Making.

### Part – C

**Note: Question No.18 is compulsory**

**(Choose any Three out of the rest five questions)**

**(4 x 10 = 40)**

18.
  - a. List out the various managerial levels with skills in each level.
  - b. List down the steps in process of MBO.
  - c. List down in brief the various types of groups.
  - d. Operational control Vs Management control
  - e. Reactive change Vs Proactive change
19. Describe any three approaches to management.
20. What is organisation culture? How is the organisation culture created and sustained?
21. Explain in detail the various learning theories.
22. Explain the Blake and Mouton's Managerial Grid theory of leadership and how is it different from Ohio State leadership studies.
23. Why do people resist change? How can the resistance to change be overcome or prevented?

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