

B.E.-Instrumentation Engineering Sem VI
IN601 - Professional Management Techniques

P. Pages : 2

Time : Three Hours



GUG/S/18/5392

Max. Marks : 80

- Notes :
1. All questions carry marks as indicated.
 2. Due credit will be given to neatness and adequate dimensions.
 3. Assume suitable data wherever necessary.
 4. Diagrams and Chemical equation should be given wherever necessary.

1. a) Discuss the concepts of administration of management of organization. 8
b) Illustrate the different forms of organization their function and management. 8

OR

2. a) Differentiate between administration, management organization. 8
b) Describe the line & staff organisation in details. 8
3. a) Discuss the selection procedure & training of staff. 8
b) Justify the necessity of planning for manpower in personnel management. 8

OR

4. a) Illustrate the concept of Industrial Fatigue. 8
b) Write a short note on. 8
 - i) Job Evaluation.
 - ii) Wage administration & system of wage.
5. a) Estimate the carrying cost & Fixed cost of inventory. 8
b) Discuss the following inventory methods. 8
 - i) LIFO
 - ii) FIFO.

OR

6. a) Differentiate between carrying cost & fixed cost of inventory. 8
b) What are the functions of storekeeper in stores management? 8
7. a) Illustrate the concept of selling & marketing for marketing management. 8
b) Discuss the importance of advertising promotion in marketing management. 8

OR

- 8.** a) Write a short notes on. **8**
- i) Sales Promotion.
 - ii) Market research and pricing.
- b) List the steps involved in marketing of product. **8**
- 9.** a) Discuss the importance of patent & patent rights in export and import management. **8**
- b) Distinguish between duties & antidumping duty involved in export & import management. **8**

OR

- 10.** a) Illustrate the impact of export and import on economy of country. **8**
- b) Elaborate the following terms. **8**
- i) Export promotion counsel.
 - ii) Government aids of export promotion.
