

10 MAY 2023

NATIONAL LAW UNIVERSITY, JODHPUR

End Term Examination – May, 2023

Semester: M.B.A (Insurance) – II Semester

Subject: Principles of Management

Time: 3 Hours

Marks: 100

Instructions to the students:

- 1) *The students are required to follow the examination protocol.*
- 2) *This question paper contains six questions. You must answer five questions.*
- 3) *All questions carry equal marks.*

Q1). Draw and explain the Tannenbaum and Schmidt model of Leadership Continuum and highlight its relevance to business establishments. (20 Marks)

Q2). Draw and discuss the Managerial Grid and write its importance to Management (20 Marks)

Q3. Mr Ram Kumar works as Senior Development Manager in AXIN Insurance Company from 1.1.2023. He is an engineering graduate and has big aspirations. He is motivated by having social interactions among his colleagues and spends time at the canteen. Even though his senior managers have apprised him about importance of work involvement, commitment and working norms, he is reluctant to change his behaviour. You are required to use theory X or theory Y to change the motivation level of Mr. Ram and give suggestions to management such that he can be made to contribute meaningfully to the organization.

(20 Marks)

Q4. Discuss the two types of departmentations:-

- a) Process departmentation
- b) Regional departmentation.

(10+10=20 Marks)

Q5. Explain the F.W. Taylor's contribution to management thought.

(20 Marks)

Q6. Differentiate between the following:

- a) Policy and Procedure
- b) Motivation and Job Satisfaction

(10+10=20 Marks)



3 MAR 2023

National Law University, Jodhpur
Mid Term Examination, 2023
Principles of Management
MBA- II Semester (Insurance)

Marks 50

Time 90 Minutes

Instructions to the Students

- 1) *Attempt all questions*
- 2) *Students shall follow the examination protocol.*

1. Mr. Madhav Kiran, working as Vice President in ANC Life Insurance Company, Jaipur, Rajasthan. He is of the opinion that general principles of bureaucracy are outdated and have no relevance in today's corporate organization. Comment.

(15 Marks)

2. Highlight the three group decision making processes and indicate their importance in any organization

(15 Marks)

3. Write short notes on the following:

- a) System's Approach to management.
- b) Functional Foremanship.

(10+10=20 Marks)

