

B.E.(with Credits)-Regular-Semester 2012 - Instrumentation Engineering Sem VI  
**IN601 - Professional Management Techniques**

P. Pages : 2

Time : Three Hours



**GUG/W/16/5392**

Max. Marks : 80

- Notes :
1. Same answer book must be used for each question.
  2. All questions carry as indicated marks.
  3. Assume suitable data wherever necessary.
  4. Illustrate your answers wherever necessary with the help of neat sketches.

1. a) Explain in detail. 8
- i) Line organisation.
- ii) Line & staff organisation.
- b) Explain in detail Authority & Responsibility. 8

**OR**

2. a) Illustrate the concept of Risk & uncertainty in decision making. 8
- b) What is management science? Write down objectives & functions of management science. 8
3. a) Explain the term. 8
- i) Wage administration.
- ii) Industrial fatigue.
- b) Illustrate the concept of performance appraisal. 8

**OR**

4. a) Write down sources of recruitment. Give details of selection & training of staff. 8
- b) Explain the term trade unions by objectives. 8
5. a) Illustrate the concept of Quotation and also give the format for Quotation form. 8
- b) Giving suitable examples illustrate the concept of tender & comparative statement. 8

**OR**

6. a) Explain the different methods of inventory. 8
- b) Write short note on **any two**. 8
- i) Store management.

ii) Carry in cost & fixed cost of inventory.

iii) Inspection & Quality control.

7. a) What is marketing? Explain the different steps involved in marketing. 8
- b) Explain the concept of Distribution of product. 8

**OR**

8. a) Explain the term Advertising & promotion with the help of objectives. 8
- b) Explain the concept of selling with the help of suitable example. 8
9. a) Illustrate the concept of patent & patent rights with example. 8
- b) Write short note on. 8
- i) Government aids for export promotion.
- ii) Cost involved in exporting a product.

**OR**

10. a) Explain the term international trade and also give its advantages & disadvantages. 8
- b) Explain ISO system. 8

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