

**GUJARAT NATIONAL LAW UNIVERSITY**  
**GANDHINAGAR**  
Course: **Principles and Practices of Management**  
**Semester- I (Batch: 2022-27)**  
**End Semester Examination: November 2022**

**Date: 10<sup>th</sup> Nov, 2022****Duration: 3 hours****Max. Marks: 50****Instructions:**

- Read the questions properly and write the answers in the given answer book.
- Do not write anything on the question paper.
- The respective marks for each question are indicated in-line.
- Indicate correct question numbers in front of the answer.
- No questions or clarification can be sought during the exam period, answer as it is, giving reason, if any.
- Word Limit: 10 Marks: 600-650 words, 5 Marks: 300-350 words.

**(Answer Any Five)****Marks****Q.1 Read the given case study and answer the following questions:****(5x2=10)**

‘Our problem of control is over’, said Mr. Kiran, the Director of information systems, to Mr. Rajat, president of ABC Enterprise Ltd. ‘With our new computer installation, data gathering, departments and plant terminals, high-speed printers, and cathode-ray-tube display stations, every responsible manager can find out what is happening in his or her area as it happens. Delayed reports can now be a thing of the past. I am sure you will find that the investment we have made in these systems is the best expenditure this company ever made. We will soon have real-time control, and we can manage to the desired standard in exactly the way a thermostat keeps our offices at the desired temperature.’

‘I hope you are right’ responded Mr. Rajat. ‘But I wonder.’

**Questions:**

- a) Discuss the concept of real-time control.
  - b) Is Mr. Kiran right in his understanding about control? Give appropriate reasoning for your answer.
- Q.2** ‘No one leadership style is the best’. Do you agree? Justify with appropriate reasoning and example. **(10)**
- Q.3** ‘The only responsibility of a business is to be responsible toward its shareholders’. Evaluate the statement in context with corporate social responsibility. **(10)**
- Q.4** Read the given paragraph and answer the following questions: **(5x2 = 10)**
- A company has four major divisions – production, personnel, finance, and marketing. Each division is headed by a divisional manager designated as the general manager. Each general manager reports to the managing director who, in turn, reports to the chief executive officer of the company. The company has spread its offices in different geographical areas – south, east, north, and west. The managers of southern and eastern

regions have further diversified their operations into consumer and industrial use of their products while the other two regions meet only industrial demand for their products.

**Questions:**

- a) Draw the organization chart of this company.
- b) Discuss the objectives and importance of an organization chart.

**Q.5 Read the given case study and answer the following questions:**

(5x2 =  
10)

In 2004, Boeing's CFO, Mike Sears, offered a government official, Darleen Druyun, a lucrative job at Boeing while Druyun was still involved in evaluating whether Boeing should be awarded a \$17 billion contract to build tankers for the Air Force. Boeing won the contract against strong competition from Airbus, and Druyun was subsequently hired by Boeing.

**Questions:**

- a) Do you think the job offer may have had an impact on the Air Force decision?
- b) If you were a member of Boeing's board, would you approve of Sears's action? If you disapproved, what action would you take?

**Q.6 Write short notes on any two of the following. Ensure to write the short notes in reference to their applicability in professional life only.** (5x2 = 10)

- a) Body language
- b) Emotional intelligence
- c) Thinking Hats concept

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