

**Indian Maritime University**  
**(A Central University, Govt of India)**

**Supplementary Examinations – March/April 2025**

**Programme Name: MBA- Port & Shipping Management/International  
Transportation & Logistics management**

**Semester: First**

**Subject Code: PG21T3101/PG22T3101**

**Subject Name: Principles & Practices of Management**

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Date: 03.03.2025	Max Marks: 60
Duration: 03 Hrs	Pass Marks: 30

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General Instructions

- (i) All Sections (A, B & C) are to be attempted.
- (ii) Options, if any, are specified in respective section.

**Section A**

Ten MCQs/Fill in the Blanks of 01 Mark each  
Choose the correct answer as applicable.

1. 'Ability to use information to solve business problems' in managerial skills related to
  - a) Conceptual skills
  - b) Communication skills
  - c) Interpersonal skills
  - d) Technical skills
2. F.W. Taylor's principles emphasized
  - a) Using science and creating group harmony
  - b) Cooperation achieving maximum output and developing workers
  - c) Time & Motion study
  - d) All of the above
3. Assumptions about the environment in which the plan is to be carried out known as
  - a) Planning premises
  - b) Planning strategy
  - c) Controlling
  - d) Brainstorming
4. The essence of leadership is
  - a) Motivation

- b) Followership
- c) Communication
- d) Team-building

5. .... approach for setting goals and productivity measures based on best industry practices.

- a) Benchmarking
- b) Standardisation
- c) Customization
- d) Quality control

6. Selling your old items through eBay is an example of \_\_\_\_\_.

- a) B2B
- b) B2C
- c) C2B
- d) C2C

7. Which one of the following is correct related to 'Theory X'?

- a) Capacity to exercise a relatively high degree of imagination
- b) The physical and mental effort in work is as natural as play or rest
- c) Average human beings learn under proper conditions
- d) Average human beings have an inherent dislike of work

8. Which of the following is NOT a feature of Management?

- a. Management is a social process
- b. Management is a dynamic discipline
- c. Management is tangible
- d. Management is concerned with group effort

9. During a management audit, what is the purpose of assessing the organisation's corporate governance practices?

- a. To evaluate the effectiveness of the marketing strategy
- b. To identify potential legal compliance issues
- c. To ensure ethical behaviour and transparency
- d. To determine the company's profitability

10. Instead of 'the elderly', expression considering 'older adults' is an alternative example of

- a) Diversity
- b) Equity
- c) Inclusion
- d) Empathy

## **Section B**

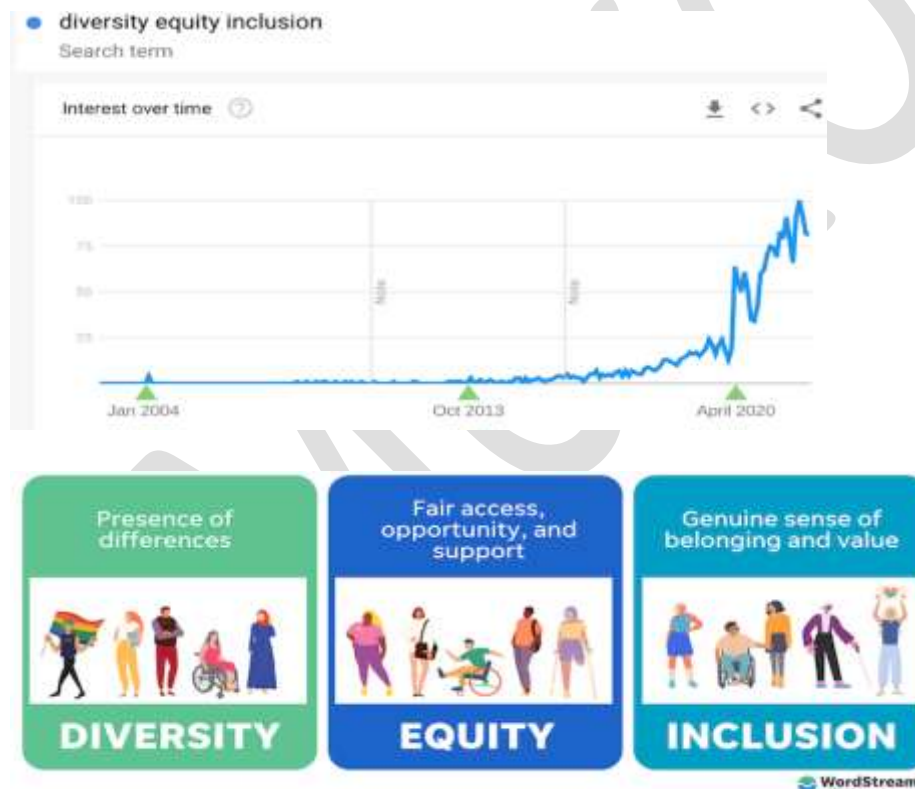
Five Questions of 02 Marks each

11. What is planning process? Mention the key steps involved in it.
12. Briefly explain the concept 'Hierarchy' with an example.
13. Define the term 'Leadership'.
14. Explain how the management concept of 'Controlling' is connected to planning
15. Write a short note on 'brick-and-mortar firms' with a suitable example.

## **Section C**

Seven Questions of 08 Marks each of which any 05 questions to be answered.

16. Diversity, equity, and inclusion (DEI) has come into the spotlight over the past two years, but the Google Trends chart below shows just how drastic this shift is.



Critically examine the larger question of DE & I within and outside of organization and present your views with relevant examples focusing on any one or two organization you are quite familiar.

17. Write short notes on any TWO  
(4+4=8)

- (i) Maslow's Need Hierarchy theory
- (ii) ERG theory

(iii) David McClelland's motivation theory

18. Define the managerial concept 'organising'. Explain the purpose of organising in focusing on defining, delegating responsibility and authority, and establishing relationship. Cite relevant examples.

19. Discuss in detail the various types of plans.

20. "Total Quality Management (TQM) assures that all associated works (especially employee work) are directed toward the common aim of improving product or service quality". Comment

21. "Leadership and motivation are closely interconnected". Discuss

22. Briefly discuss on any TWO types of control techniques. Do you think that the digital economy is a major push for the growth of e-commerce? -Justify your answer.

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