

MANAGEMENT AND ORGANIZATIONAL
BEHAVIOUR

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Explain the fourteen principles of management as advocated by Henry Fayol.
2. Explain the major contributions of Hawthorne experiments towards the development of management thought.
3. Define Management. Elucidate the functions of management and highlight its importance.
4. Compare between functional structure and divisional structure.
5. Discuss in detail the various stages involved in the process of perception.
6. Define Learning. Explain the applications of learning to Organizational behavior.

7. Define the term 'Group'. Why do people join in Group? What are the characteristics of Group?
8. Explain the leadership styles followed by the Indian managers. Can you suggest a right style? Give reasons.
9. How is organizational culture created and sustained?
10. Define conflict. Explain the causes of conflict in workplace.

MANAGERIAL ECONOMICS

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions. (5 × 20 = 100)

8. What should be the important aims of profit policy? Explain the alternative profit policies to maximize the profit suggested by economist.
9. Discuss the various methods of measuring national income.
10. Discuss the role of fiscal policy in the economic growth.

1. Who is managerial Economist? Examine his role and responsibilities in business management.
2. Explain the factors affecting the demand.
3. Write notes on: (a) Cobb —Douglas production function (b) Isoquants.
4. Analyze the cost output relationship in the long run.
5. How is price determined under Monopoly?
6. Write notes on: (a) Going-rate pricing (b) Differential pricing.
7. Illustrate how a business firm may be realizing accounting profit and at the same time it may incur loss in the economic sense.

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QUANTITATIVE METHODS FOR MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Describe the basic model classifications in mathematics and its significance in the natural sciences.
2. Explain the use of differentiation for optimization of business problem with an illustration.
3. Calculate the mean and median for the following data

Marks	10	23	18	38	65	92	40	58
No.of Students	8	12	16	12	10	18	4	1

4. Calculate Karl Pearson's coefficient of correlation between age and playing habits from the data given below.

Age	20	21	22	23	24	25
No.of Students	500	400	300	240	200	160
Regular Players	400	300	180	96	60	24

5. Car stereo manufacturing of A have mean life time of 1400 hours with a S.D of 200 hrs while those of manufacturing B have mean life of 1200 hrs with a S.D of 100 hrs. If a random sample of 120 stereos of each manufacturer are tested.

- (a) What is the probability that the manufacturer of A'S Stereo will have a mean lifetime of at least 160 hrs more than the manufacturer B'S stereo
- (b) And 250 hrs more than the manufacturer B sectors.

6. In a test of 2000 electric bulbs it was found that the life of a particular make was normally distributed with an average life of 2040 hours and S.D of 60 Hours. Estimate the number of bulbs likely to burn for

- (a) More than 2150 hours
- (b) Less than 1950 hours
- (c) More than 1920 hours but less than 2160 hours.

7. What do you mean by Index Number and explain its characteristics and uses?

8. Calculate the trend values by the method of least squares. Also calculate the sales for the years 2016 and 2017.

Year	2009	2010	2011	2012	2013	2014	2015
Sales	125	128	133	135	140	141	143

9. A die is throw of 9000 times and throw of 3 or 4 is observed 3240 times. Show that the die cannot be regarded as an unbiased one and find the limits between which the probability of a throw of 3 or 4 lies.

10. What do you mean by hypothesis and explain two types of hypothesis error with illustration.

MANAGERIAL COMMUNICATION

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Define communication. What are the characteristics of effective business communication?
2. What do you mean by business etiquette? Explain the general rules of business etiquette.
3. Who are internal stakeholders? What roles do they play in the formation of a company? Explain.
4. Explain the role of Media and government in corporate communication.
5. Explain the issues of importance to corporate communication today.
6. Write an essay about the importance of financial communication.
7. Discuss the characteristics of a good report.
8. What are the main points should be considered while constituting the table? Explain.

9. Write notes on :

- (a) Team presentation
- (b) Electronic presentation.

10. How do you make your business presentation effective by using visual aids?

HUMAN RESOURCE MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

6. "Career development is a waste of money for a company. All does is raise employees expectations and then frustrated, they quit". Do you agree or disagree? Discuss.
7. What is compensation? What are the factors to be considered before fixing the compensation level? Explain.
8. Discuss some of the time based incentive plans with their relative merits and demerits.
9. List down the various functions of HRM. Bring out some of the important new trends that are influencing HRM functions.
10. Explain in detail the guidelines that should be followed to make collective bargaining a success.

1. How to attain competitive advantage by using HRM?

2. Explain about the Line and Staff functions. Discuss the merits and demerits of Line and Staff organization.

3. What is job analysis? What are the methods used in job analysis? How is it done?

4. Discuss the various types of interviews.

5. Discuss the merits and demerits of on the job and off the job training method.

MARKETING MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Why it is necessary for a marketer to study the marketing environment? What are the environmental variables to be taken into consideration? Describe in detail.
2. The 21st century is going to throw a lot of challenges and offer many opportunities to marketing manager of today". Elucidate.
3. Explain the various factors determining market segmentation. Bring out the advantages of segmenting market.
4. Discuss the various kinds of pricing.
5. What do you mean by Marketing Channel? List out the function of marketing channel.

6. Write notes on :

- (a) VMS
- (b) HMS
- (c) MMS
- (d) Market logistics decisions.

7. Explain the various media of advertising with their relative merits and demerits.
8. Explain the functions of Public Relations. List out the tools of Public Relations.
9. Write down the steps involved in entering global market. List out the various challenges of global environment.
10. What is competition? How to analyzing competitors? Explain.

OPERATIONS MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

8. Explain KANBAN.
9. Describe the Total Quality Management.
10. List and briefly the Six Sigma Concept.

1. Explain Operations Management.
2. Discuss the Importance of Management.
3. Briefly explain the product design and process selection.
4. Describe the Evaluation and Selection of appropriate production and Operations technology.
5. List and briefly discuss different phases of production planning and control.
6. Explain the Total Productive Maintenance [TPM].
7. What are the various functions of Material Management?

AVIATION LEGAL ENVIRONMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Elaborate the history of aviation in global scenario.
2. Explain the major objectives of Directorate General of Civil Aviation.
3. Discuss the primary regulations in the Aircraft Act, 1934.
4. Elaborate the activities of Air craft system and programme.
5. Define Air corporation ordinance and explain the features of Air corporations Act, 1994.
6. Briefly explain the role of International Airport Authority of India.
7. Elaborate the Air safety and emergency procedures.

8. Enumerate the steps involved in the Aircraft operations.

9. Define the term Agreement. How the Agreement help to International Air transport? Explain.

10. What are the Legal Provisions of the Chicago convention? Elaborate its limitations.

AVIATION RESOURCE MANAGEMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. Describe the different phases and importance of crew resource management training in general aviation management.
2. Write a detail note on crew concepts in the air ambulance services.
3. Do you agree that 'Team work is vital for the safety of aircraft'? Explain your views in detail.
4. Explain the different types of travel classes along with their reach in Indian context and further explain cabin pressurization.
5. Elaborate the reasons for human fatigue and further describe Fatigue Risk Management System (FRMS) in detail.
6. Write a detailed note on stress in workplace, how it affects organizational success and measures to deal with stress.

7. List out and explain the pilot selection process in India.

8. Describe organizational learning and explain the typical general influencing factors of organizational learning.

9. List out and explain the recent developments made in aviation industry due to information technology.

10. Describe the future of aviation operational information and its scope in detail.

**BUSINESS ETHICS AND GLOBAL BUSINESS
ENVIRONMENT**

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions from the following.

All questions carry equal marks.
(5 × 20 = 100)

1. Draw out and explain the association between business and ethics.
2. Explain the impact of political system on business in detail.
3. Highlight the problems and challenges of modern corporates towards managing the ethics.
4. Explain the corporate governance structure of boards.
5. Explain the impact of MNCs politics on Indian commercial environment.
6. Examine the current status of relationship between MNCs and Indian government.
7. Discuss the problems and reforms of service tax.

8. What are the factors influencing the public debts? Explain.

9. Draw out and explain the components of legal environment of business.

10. Explain the legal boundaries of FEMA-I.

ENTREPRENEURSHIP DEVELOPMENT

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions from the following.

All questions carry equal marks.

(5 × 20 = 100)

1. Discuss the various traits of entrepreneurship.
2. What are the different entrepreneurial types? Explain.
3. Write an essay on "Entrepreneurial Ethics".
4. Explain the influences of education and training on entrepreneurial careers.
5. List down and explain the principles of innovation.
6. Explain the factors influencing the new knowledge.
7. What are the steps involved in product planning? Explain.

8. Explain the key activities are carried out in idea stage.

9. Discuss the role of entrepreneurship in service institutions.

10. Explain the legal aspects of international entrepreneurship in detail.

**STRATEGIC AIRPORT PLANNING AND
MARKETING**

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions from the following.

All questions carry equal marks.

(5 × 20 = 100)

1. Draw out and explain the organization of Airport.
2. List down and explain the various Air traffic zones.
3. Explain the characteristics of an airport in detail.
4. What are the factors influencing the delay? Explain.
5. Explain the problem related with vehicle traffic and parking.
6. Explain the procedures involved runways and taxiways markings.
7. Discuss the scope of the airport enterprise.

8. Draw out and explain the economic impact of airports on countries.

9. Which is the best Airport in the world? Explain its salient features while compare with other airports.

10. Write an essay on "Property Management".

AIRLINE AND AIRPORT OPERATIONS

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. Write a note on the new economic model for Airline Business.
2. What are the main objectives of ICAO? Explain.
3. Write a note on guidelines provided by IATA for Airline Industry.
4. Explain the principles of Airport Planning.
5. Discuss the several Airport Privatization models.
6. Explain the meteorological services and their advantages for Aviation Industry.
7. What is the procedure for handling stretcher passengers? Explain.

8. What are the objectives of Air Traffic Control? Explain.

9. Define logistics management. State the need for marketing logistic system.

10. Discuss International Air Cargo Standards.

MANAGEMENT INFORMATION SYSTEM

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. What are the major activities of Information System? Explain.
2. Elaborately explain the framework of Information System.
3. Describe the various input, output, processing and control variables of Human Resource Information System with a suitable example.
4. Define Manufacturing Information System and describe its major characteristics.
5. How do structured, unstructured and semi structured decisions differ? Explain.
6. What is sensitivity analysis? Why it is particularly useful in Decision support environment. Explain.
7. Differentiate traditional information architecture with new information architecture.

8. How information resources and technologies can be effectively managed? Explain.

9. What are the security testing techniques available for the secure Information System? Explain.

10. Explain the different forms of computer crime.

RESEARCH METHODOLOGY

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions from the following.

All questions carry equal marks.

1. What are the factors motivating to undergo the social research? Explain.
2. Explain the merits and demerits of experimental mode of social research.
3. Discuss the practical issues and challenges involved in selection of research problems.
4. Highlight the objectives and role of research design.
5. How is the sample size determined? Explain how is the accuracy maintained in fixing of sample size.
6. Explain the strength and weakness of census method in detail.

7. Highlight the contents of Tourism research.
8. What are the various strategies deployed in tourism research? Explain.
9. Explain the various types of report in detail.
10. Discuss about the various methods of writing the bibliography.

AIRLINE MARKETING AND STRATEGIC AIRLINE ALLIANCES

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

All questions carry equal marks.

(5 × 20 = 100)

1. State and explain the various marketing mix elements of Air Transport.
2. What do you mean by service? Describe the characteristics of Air Transport services.
3. Discuss the trends and challenges of Airline marketing in the current global scenario. Support with suitable illustrations.
4. What are the typical pricing objectives? Describe the various internal and external forces that influence the pricing strategy of a firm.
5. Explain the meaning and purpose of marketing communication. What are the functions of marketing communication?
6. What is the importance of sales planning in Airline marketing? Explain the steps involved in sales planning.

7. Explain the concept of Time continuum. What are the different Time continuums in Performance assessment?
8. Discuss the major Economic characteristics of the Airline Industry.
9. Elaborately explain the various sources of financial benefits in Airline Industry.
10. "Airline alliance group as a Multination Corporation" - Do you agree? Explain.

AIR TRAFFIC CONTROL

Time : Three hours

Maximum : 100 marks

Answer any FIVE questions.

(5 × 20 = 100)

1. What are the preventive measures has to be taken in Air Traffic Control? Explain.
2. Explain the levels of behavior in Air Traffic Control with suitable example.
3. Write short note on :
 - (a) Detection
 - (b) Attention.
4. How will you make selection and training effectively in Air Traffic Control? Explain.
5. Elaborately discuss about the Learning process.
6. Define Leadership. What are the types of Leadership and state the merits and demerits? Explain.
7. Elucidate Operational complexity Vs Functional Capability.

8. What are the future changes in the controlling environment in Navigation?

9. What do you mean by stress? Explain about the coping mechanism to overcome the stress.

10. What are the physiological problems will occur due to stress? Explain.
