* *			EL UNIVERSITY First (1 st). Semester Examination	
		Octob	er - 2016	
			Management & Psychology	
			^d October, 2016 Total Marks: 70	
Tin	ne: 10	0: \$ 0 a.m. to 01: \$ 0 p.m.	i Otal Walks. 10	
No	ii)	Attempt all the questions. Figures to right indicate full marks.) Draw neat diagrams wherever it requires.		
Q-1	Answer the following Multiple Choice Questions.			
7	1.	Organization behaviour provides informa	ition of within organization.	
2		a) individual	c) manager	
		b) workers	d) GMP	
-	2.	Guion's criteria is for the concept of		
٠.		a) moral	c) stress	
		b) attitude	d) none of these	
	3.	Activities that managers engage in to de	velop a pool of candidates for open positions is	
1.5		known as		
. 1		a) Recruitment	c) Socialization	
		b) Selection	d) None of these	
	4.	is a process to identify and determine in detail the particular job duties and requirements and the relative importance of these duties for a given job.		
4.1		requirements and the relative important	• • •	
		a) Job Description	c) Socialization	
	F	b) Selection	d) Job Analysis e design and management of products, processes,	
	5.	services and supply chains.	s design and management of products, processes,	
		a) Marketing	c) HR	
		b) TQM	d) Operations	
	6.	The main object of market segmentation	n is:	
		a) Grouping of customers	c) Grouping of producers	
		b) Grouping of dealers	d) Grouping of product	
	7.	Financial management is mainly concer	ned with:	
	 a) Arrangement of funds. b) All aspects of acquiring & utilizing means of financial resources for firm activities. 			
		c) Efficient management of everd) Utilization of fund		
	8.	The selection of asset or investment pro	oposal or course of action, whose benefits are	
		likely to be available in future over the l	ifetime of project is known as	
		a) Capital Budgeting	c) Financial Planning	
		b) Working Capital Manageme		