

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2081 Baishakh

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BEI, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.



1. Explain different functions of management. List out the major skill desired for successful manager. [4+4]
2. Explain the scientific management theory with its historical development. What are the major differences between the scientific management theory and behavioral management theory? [4+4]
3. How would you clarify the characteristics of Joint Stock Company? What are the major differences between Joint Stock Company and Public Corporation? [4+4]
4. What are the major function of marketing? Explain the importance of marketing in this modern digital era. [4+4]
5. What is the main idea of personal management? Explain steps of the HR planning process. What are the methods of scientific selection of manpower in organization? [1+4+3]
6. How can you compare Job evaluation with Merit Rating? How would you generate Job description and job specification of Lecture post in engineering college? [3+5]
7. What role does management play in motivating their employees? Explain McGregor's Theory X and Theory Y. [3+5]
8. What are the qualities of good leader? Why we need to promote entrepreneurship in the context of Nepal? [4+4]
9. What are the major objectives of case study? Discuss the different steps of conducting case study. [3+5]
10. What is the importance of MIS? Explain database information system with suitable example. [3+5]

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2080 Bhadra

Exam.	Regular		
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Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
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1. Why is there a need for different levels of managements? List out the different models of management and write down short note on any two with proper example you are aware of. [4+4]
2. Explain Scientific Management theory with proper examples. Is it still applicable in modern-day management practices? [5+3]
3. What are the differences between single ownership and organization joint stock company? [8]
4. How would you define organization? How can you describe principles of organization? Elaborate the importance of organization. [1+4+3]
5. What is personal management? Elaborate the various factors of wage and salary structure with proper examples. [4+4]
6. Define the term outsourcing. Explain the process of recruitment and selection of manpower in an organization. [3+5]
7. According to Herzberg's motivation-hygiene theory, where does motivation at work come from? Vroom's Valency theory is known as type of process theory, justify it. [4+4]
8. What characteristics differentiate a Leader from regular employees? Explain Blakes and Mouton's Managerial Grid with proper examples. [4+4]
9. Discuss the major steps of case study with relevant examples related to your field of study. [8]
10. What are the role of MIS in any organization? Explain the four types of information systems. [3+5]

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Subject: - Organization and Management (ME 708)

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- ✓ Attempt **All** questions.
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1. What are the basic functions of management? In your opinion which management theory is the most practical and fruitful in today's business scenario? [4+4]
2. Define personal management and explain the function of personal management. [8]
3. Explain the difference between administrative management approach and behavioral management approach. [8]
4. What is the process of formation of a joint-stock company in Nepal? What are the advantages and disadvantages of a joint-stock company? [4+4]
5. Explain about the personal policy and describe about the importance of manpower planning in an organization. [4+4]
6. Explain the vroom's expectancy theory of motivation. [8]
7. Which style you recommend as most effective leader in industrial organization? [8]
8. Explain about the case study and explain about the objectives of case study in detail. [4+4]
9. What are case studies? Why are case studies conducted? What are the different types of case studies? [4+2+2]
10. Explain how the management information system is used in different levels of management within an organization. [8]

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2079 Bhadra

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BEL, BEX, BEI, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
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1. Explain the historical development of the organization. Distinguish between formal and informal organizations. [3+5]
2. Are Fayol's principles of management applicable in today's organization? How? [8]
3. What do you mean by co-operative societies and describe different types of co-operatives. [8]
4. Explain the advantages of line and staff organization over line and function organization and describe the committee and its types. [4+4]
5. Explain the policies of personnel management. How can you identify the training needs of manpower in an organization? [5+3]
6. Explain the following: [4×2]
 - a) Job analysis
 - b) Job evaluation
 - c) Merit rating
 - d) Recruitment
7. Describe about the motivational theory and explain about the Herzberg's hygiene maintenance theory. [4+4]
8. Explain about the entrepreneurship and describe the steps for establishing a small scale unit of entrepreneurship. [4+4]
9. What is case study? Explain the steps involves in case study. [8]
10. Write short notes on: (Any Two) [2×4]
 - a) Organization Structure
 - b) Marketing
 - c) Entrepreneurial characteristics



2079 Baisakh



TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2079 Baishakh

Exam.	Back	
Level	BE	Full Marks 80
Programme	BEL, BEX, BCT	Pass Marks 32
Year / Part	IV / I	Time 3 hrs.

Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
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1. Define organization as a system. Describe the concepts of organization in this respect. Is it possible to have an informal organization within the same family? [2+2+4]
2. Describe any two principal functions of a manager. Why do you think that these two functions are most important functions in an organization? What is the difference between organization and management? [4+2+2]
3. What is difference between Administrative Management Approach and Behavioral Management Approach? What is the rationale for Scientific Management Approach? [4+4]
4. Why joint stock company is better than partnership firm? Discuss the process of a private company registration in Nepal, including the types of documents required. [3+5]
5. How important is marketing in business? What are the different methods of purchasing? [4+4]
6. How would HR Manager tackle with the problem of talent poaching in the modern industries? Elaborate how HR manager would implement employee development program with short term plans. [4+4]
7. Define Intrinsic Motivation. Explain McGregor's Theory X and Theory Y of Motivation. [2+6]
8. Explain Blake's and Mounon's managerial grid. Describe different leadership approach. [4+4]
9. Why do we need MIS in addition to various softwares for specific tasks in an organization? What is the significance of Executive Information System (EIS) for top level managers? [4+4]
10. Entrepreneurship is not only the creativity of entrepreneur but also strongly need the conductive environment for entrepreneurship. Elaborate with your own logic. [8]

SYLLABUS

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2078 Bhadra

Exam.	Regular		
Level	BE		Full Marks 80
Programme	BEL, BCT	BEX	Pass Marks 32
Year / Part	IV / I		Time 3 hrs.

Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Define organization. "Management is both a science and an art". Discuss this statement, giving suitable examples. What are the managerial skill a modern manager needs to be equipped with? [1+3+4]
2. What are the functions of Management? Explain different levels of management. What are the qualities of good manager? [3+2+3]
3. What advantage does behavioral management theory has over scientific management theory? Explain in brief. [8]
4. Define advertising and importance of marketing. Explain the Principle of purchasing. [1+3+4]
5. While ascending up the Maslow's pyramid some people fall from the grace (ie. they end up in cases like fraud, crime, rape, suicide, murder, jail terms, etc.) Describe this irony form your own perspective. [8]
6. Define term wages and merit ranking. Differentiate between recruitment and selection. Explain the scientific selection of manpower and methods of job analysis. [2+3+3]
7. Define Manpower Planning. Why is it important to discuss Personnel Policy with the employees at Hiring? [3+5]
8. Explain briefly about comparison of Alderfer and Herzberg's Theories. Explain the Vroom's expectancy of motivation theory. [3+5]
9. Define the term leadership. Which leadership style is appropriate in the modern engineering project. Explain in brief. [3+5]
10. Describe how data and information are used in an officer. What is the difference between Decision Support System (DSS) and Management Information System (MIS)? [4+4]

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2076 Chaitra

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / 1	Time	3 hrs.

Subject: - Organization & Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.



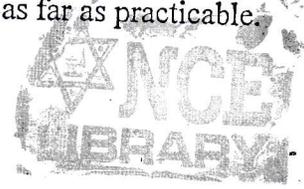
1. Explain the importance of organization in the society. Define the term informal Organization. [5+3]
2. Explain behavioral management approach theory. What are the basic skills and function required for management? [3+5]
3. What advantages does joint stock organization has over partnership organization? Explain the features of line organization. [4+4]
4. Explain the role of purchasing and marketing department in the organization. [8]
5. Explain the role of personnel management in the organization. Why do we need manpower planning in the organization. [4+4]
6. What do you mean by incentives. Explain the different factors affecting the wage/salary structure. [4+4]
7. Define the term motivation and explain different technique of motivation. [4+4]
8. Describe Trait Approach of Leadership. Explain the Vroom's Expectancy theory of motivation. [4+4]
9. What are the qualities of a good leader? Explain the term entrepreneurship. [5+3]
10. Define the term MIS. Explain the value of MIS in the planning process. [3+5]

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2076 Ashwin

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.



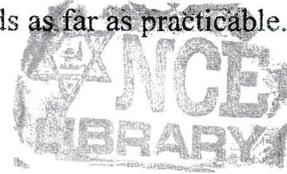
1. Define organization and management. What are the principles of organization? [2+6]
2. Describe various roles for a manager to play in an organization. Briefly mention the different models of management. [4+4]
3. What advantages does Joint stock Organization has over Partnership Organization? Explain the features of line Organization. [4+4]
4. Draw an outline of purchasing process for an organization. What are the challenges for marketing of software products in Nepal? [4+4]
5. Explain the role of Personnel Management in the organization. Why do we need manpower planning in the organization? [4+4]
6. How do you see the significance of Blake and Mouton's managerial grid for organization's growth? Explain. [8]
7. Define Motivation. Explain the features of Maslow's hierarchy of needs. [3+5]
8. Describe the role of entrepreneurship in the development of IT sector in Nepal. What are the risks and challenges for an aspiring entrepreneur in Nepalese IT sector? [5+3]
9. What is the relationship between computers and management information system? Explain how information systems can be organized in proper way? [2+6]
10. Define the term MIS. Explain the value of MIS in the planning process. [3+5]

TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2075 Chaitra

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.



1. Define organization. What are the roles of an organization for professional growth and development of an employee? Do we need informal organization indeed? [2+4+2]
2. What are the function of Management? Briefly explain the features of scientific management theory. [4+4]
3. What is the significance of Human Resource Manager in modern organization? Elaborate how HR manager would implement Scientific Management Approach? [4+4]
4. Define the term Marketing. Explain the importance of Marketing in an Organization. [3+5]
5. What are the functions of personal management? How wages are calculated? [5+3]
6. What kind of salary and benefits do you expect when you join an organization? Explain interviewing process. [5+3]
7. What do you mean by motivation? Why is the theory proposed by Maslow on hierarchy of human needs called satisfaction progression process? Explain with examples. [3+5]
8. What is the difference between a leader and manager? How do you want to pursue your career in future? What are the challenges for a good leader in modern times? [4+2+2]
9. Describe Democratic Leadership style. Explain Behavioral approach of leadership. [4+4]
10. Write short notes on: (Any two) [4+4]
 - a) Manpower planning
 - b) Organizational structure
 - c) Satisfaction progression Vs Frustration Regression Process

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

1. Define organization. Why do we need organization? Can we sustain without organization? [2+3+3]
2. What are the functions of management? Explain different levels of management? What are the qualities of good manager? [3+2+3]
3. What is difference between Administrative Management Approach and Behavioral Management Approach? What is the rationale for Scientific Management Approach? [4+4]
4. Discuss on different steps for formation of Joint Stock Company. Explain the merits and demerits of Committee organization. [4+4]
5. What is personnel management? What must a good personal policy include?
6. Differentiate between attitude, group and executive motivation. List the techniques of motivation. [8]
7. Explain Blake's and Mouton's managerial grid? Describe different leadership approach? [8]
8. What is entrepreneurship? Why is there need for promotion of entrepreneurship in developing nation? [8]
9. Describe how you envision yourself as a leader in the future professional career. What are the qualities of a good leader? [4+4]
10. Describe how data and information are used in an officer. What is the difference between Decision Support System (DSS) and Management Information System (MIS)? [4+4]

Exam.	Back		
Level	BE	Full Marks	80
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Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
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1. Define the term organization. What impact do different organizations have over our society? [3+5]
2. Which Management theory is best suited for the organizations in Nepal? [8]
3. Explain the features of Partnership Organization. What difficulties can a Partnership Organization possibly face? [3+5]
4. How important is Marketing in business? What are the different methods of Purchasing? [4+4]
5. Define Personnel Management. How important is discussing Personnel Policy/Employee Handbook to newly hired employee? [3+5]
6. What do you mean by incentives? Explain the different factors affecting the wage/salary structure. [3+5]
7. Define the term Motivation and explain Maslow's theory of motivation. [3+5]
8. Define the term leadership. Which leadership style is appropriate in the engineering project? Comment. [3+5]
9. Define the term Entrepreneurship. Explain entrepreneurship characteristic. [3+5]
10. Define the term MIS. What do you mean by website? Explain the role of computer for management information system. [2+2+4]

Examination Control Division
2073 Shrawan

Exam.	New Back (2066 & Later Batch)		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Explain the term organization. Explain the difference between Formal and Informal organization. [3+5]
2. Define the term management and explain the function of management. [3+5]
3. What advantage does Behavioral Management theory has over Scientific Management Theory. Explain in detail. [8]
4. An organization may change its form of ownership. Explain this with some examples. [4+4]
5. Explain the importance of marketing in modern business. Salesmanship is an important ingredient of marketing. Do you agree with this statement? [4+4]
6. Why is personnel Policy necessary to be discussed? Discuss the importance of Manpower Planning. [5+3]
7. What is difference between appropriate and inappropriate human resources? List out some idea to elaborate them concerning with "Human Resources Management". [8]
8. Discuss the role of management in Motivation. Explain McGregor's theory X and theory Y. [3+5]
9. Entrepreneurship is not only the creativity of entrepreneur but also strongly need the conducive environment for entrepreneurship. Elaborate with your logic. [8]
10. Explain the importance of Management Information System (MIS). Explain information support for functional areas of Management. [4+4]

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

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- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Why do we need organizations? Describe the principles of an organization. [4+4]
2. State and explain the different levels of Management. What are the basic skills required for Management? [4+4]
3. What is the difference between Scientific Management and Management Science? How do Taylor's principles illustrate importance of Scientific Management for production processes? [3+5]
4. Which organization structure is more suitable to engineering project? Discuss with your logic. [8]
5. Explain the different methods of Purchasing. Why is advertising one of the best form of Marketing? [5+3]
6. What is the difference between recruitment and hiring? Why do we need incentives in an organization? [4+4]
7. What are the different factors that affect wage / salary structure? Explain different methods of Training Manpower. [4+4]
8. What is the difference between theory 'X' and theory 'Y'? Explain on the basis of different theory of motivation. [8]
9. Describe Autocratic Leadership Style. Explain the different characteristics of Entrepreneur. [3+5]
10. If you are asked to prepare the case study considering the planning horizon, leadership, motivation and human resource development for either Nepal Electricity Authority or Nepal Telecom to improve the existing performance of these institution. How do you prepare case study following its structure? [8]

12 TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2072 Kartik

Exam.	New Batch (2066 & Later Batch)		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ All questions carry equal marks.
- ✓ Assume suitable data if necessary.

1. Define organization and explain the principle of organization.
2. What do you mean by management? Explain the function of management.
3. Explain Henry Fayol's 14th principle of management.
4. What do you mean by co-operative societies? Explain different types of co-operatives.
5. What do you mean by purchasing? Explain different function of purchasing department.
6. Define personal management and explain function of personal management.
7. What do you mean by incentive? Explain different factors of salary structure.
8. Define motivation and explain different technique of motivation.
9. Define leadership and explain different qualities of good leader.
10. How information system support for functional area of management.

12 TRIBHUVAN UNIVERSITY
 INSTITUTE OF ENGINEERING
 Examination Control Division
 2071 Chaitra

Exam.	Programme		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME 708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt All questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Why is an organization necessary? Explain the principles of an organization. [4+4]
2. What are the differences between the terms organization and management? Why do you need scientific approach of management to an organization? [2+2+4]
3. What do you mean by organizational structure? How is it defined for a particular enterprise? Write advantages and disadvantage of line organization. [2+2+4]
4. What do you mean by purchasing and procurement? Explain the functions of marketing. [3+5]
5. Explain the motive behind personnel management? Describe various functions of personnel management. How does Human Resources Management System differ from personnel management? (1+2+1) [2+4+2]
6. Define the term job analysis and explain scientific selections of manpower. [5+3]
7. What do you mean by Human need? How is a need used for motivation? Explain Herz Berg's Hygiene theory of motivation. [2+2+4]
8. A reader is leader. Elaborate it in terms of leadership styles. What are the differences between a leader and a manager? [5+3]
9. Define Management Information System (MIS). Describe briefly about different types of Information System and their support to managers in decision making. [5+3]
10. What are the objectives of a case-study? Explain the needs, functions and importance of MIS. [3+5]

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INSTITUTE OF ENGINEERING
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2071 Shawan

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Subject: - Organization and Management (ME708)

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1. What are the principles of organization? Explain formal and informal organization. [4+4]
2. What are the managerial skills? Explain the importance of management. [4+4]
3. What are the forms of ownership? Explain advantages and disadvantages of single ownership organization. [4+4]
4. What do you understand by behavioral management approach? Explain administrative management approach. [4+4]
5. What are the methods of purchasing? Explain the various functions of marketing. [4+4]
6. What is personnel management? Explain recruitment and selection of staff. [3+5]
7. What do you mean by Training and Development of Human resources? Explain various incentives used in organization. [5+3]
8. What is motivation? Explain the difference between Maslow's Heirarchical need theory and Alderfer's ERG theory. [3+5]
9. Define the term Entrepreneurship and write the steps for establishing a small scale unit of Entrepreneurship. [3+5]
10. Write short notes on: (any two) [4x2]
 - i) Objective of Case Study
 - ii) Organization structure and
 - iii) Organizing Information systems

12/23

12 TRIBHUVAN UNIVERSITY
 INSTITUTE OF ENGINEERING
Examination Control Division
 2070 Chaitra

Exam.	Regular		
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Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
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1. Describe why organization is considered as an open system. Explain the importance of organization. [4+4]
2. Name the different models of management. Explain any three of them in detail. [3+5]
3. State and describe H.Fayol's administrative management theory. [8]
4. What is meant by 'Joint Stock Company'? Describe the procedure for forming 'Joint Stock Company'. [3+5]
5. Define marketing, advertising. Explain the function of purchasing in detail. [3+5]
6. Define the term personnel management. Explain the function of personal management. [3+5]
7. Define merit rating. State and describe the various methods of merit rating. [2+6]
8. What do you mean by human needs? Describe A. Maslow's hierarchy of needs theory in detail. [3+5]
9. Define leadership and explain by Blakes and Mouton's Management Grid. [3+5]
10. Define Management Information System. Explain information support for functional areas of management. [2+6]

Exam.	New Back (2066 & Later Batch)		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization & Management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Ten questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What are the principles of Organization? Explain the Informal Organization. (4+4)
2. Explain the importance of Management and discuss the different function of Management. (3+5)
3. Explain Administrative Management Theory. (8)
4. What do you mean by organization structure? Explain Line Organization. (4+4)
5. Define the term purchasing. Explain different function of Purchasing department. (3+5)
6. Define the term Personnel management and explain its functions. (8)
7. What do you mean by incentives? Explain the different factors affecting the wage/salary structure. (3+5)
8. Define the term Motivation and explain different technique of motivation. (3+5)
9. Define the term leadership and Explain the different qualities of good leader. (3+5)
- 10 a. Define the term Entrepreneurship. (3)
b. Explain the Vroom's Expectancy theory of Motivation. (5)
- 11 What do you mean by Case study? Explain the objective of case study. (4+4)
- 12 Define term MIS. How information support for functional areas of management? (3+5)

Examination Control Division

2069 Chaitra

Exam.	Regular		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs

Subject: - Organization and management (ME708)

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt **All** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

1. Define Organization. Explain the importance of Organization in society.
2. Define the term Management and explain different levels of Management.
3. What do you mean by Joint Stock Company? Explain the advantages and limitations of Joint Stock Company.
4. What do you mean by motivation? Describe Maslow's hierarchy of needs briefly. *Can Maslow's theory explain tireless quest of Laxmi Prasad Devkota for excellent literary works?*
5. Explain the process of recruitment and selection of man power in an organization. *What do you mean by outsourcing in this context?*
6. a) Explain different Techniques of Motivation.
b) Define term contingency approach of Leadership.
7. Define the term Entrepreneurship and explain the characteristics of Entrepreneurship.
8. Define Management Information System. Describe briefly various types of Management Information System.
9. Silicon Valley is the best example of successful entrepreneurship. Elaborate with *some* thoughts.
10. Write short notes on: (any two)
 - a) Computer aided Advertising
 - b) Objectives of case study
 - c) Satisfaction progression Vs. Frustration Regression Process

Exam.	Regular / Back		
	Level	BE	Full Marks
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What is meaning of organization? Explain organization behavior as a multidisciplinary field. Explain the Scientific Management theory. [4+4+8]
2. What do you understand by policy and executive groups in an organization? Explain functional organization. What is responsibility and authority? Explain matrix organization chart. [4+4+3+5]
3. Why is MIS necessary for management? Explain computer and MIS. What is information Architecture? Explain database information system. [4+4+3+5]
4. Explain the two factors theory of motivation. How can you determine the most effective leadership style? Define the term informal organization. [5+7+4]
5. Define the term personnel management. Explain the different factors of wage and salary structure. What are the methods of performance appraisals? [4+8+4]
6. Write short notes on: (Any Four) [4×4]
 - a) Leadership style
 - b) Information system for planning process
 - c) Marketing concept
 - d) Database information system
 - e) Incentive programs

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any **Five** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

1. a) How can organization behavior be affected by management? Explain all the elements of an organization. [4+4]
b) Define management. Explain contingency and system approach of management. [3+5]
2. a) How are Policy group and Executive groups different in an organization? Differentiates between marketing and purchasing. [4+4]
b) What is organization structure? Differentiate between responsibility and authority. Explain functional organization with sketch. [2+3+3]
3. a) What is MIS? Why is hierarchy of information system necessary in an organization? Write in brief. [3+5]
b) Justify that information system is vital for planning and control process in an organization. [8]
4. a) What is motivation? Write differences between Maslow's hierarchical need and Alderfer's ERG theory of motivation. [3+5]
b) Why is leadership necessary in an organization? Explain various leadership styles. [3+5]
5. a) What do you understand by personnel management? Explain job description. [4+4]
b) Explain recruitment and selection process in detail. [8]
6. Write short notes on: (any four) [4×4]
 - a) Scientific Management
 - b) Span of control
 - c) Needs for MIS
 - d) Management by objective
 - e) Collective bargaining

Exam.	Regular/Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any **Five** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

1. Differentiate between private limited and public limited company. Explain organization behaviour as a multidisciplinary field. What are the importance of contingency theory of management? [5+4+7]
2. What do you mean by purchasing and marketing concept? Explain the manufacturing methods in industrial organization. What do you mean by span of control in a line organization? [5+6+5]
3. Explain the importance of management information system. Discuss the role of information in the planning process. What do you mean by network information system? [5+6+5]
4. Discuss the Herzberg's theory of motivation. How will you determine the most effective leader in the business organization? Define the term informal organization. [6+6+4]
5. Explain the term job description. What are the processes of collective bargaining? Discuss the different steps of hiring and selecting staff. [4+6+6]
6. Write short notes on: (any four) [4x4]
 - a) Partnership organization
 - b) Industrial relation
 - c) Job design and work efficiency
 - d) Functional organization
 - e) Computer integrated manufacturing plants

Exam.	Regular / Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCF	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. What do you mean by organization behaviour? Explain the functions of management. Discuss the behavioural management theory. [4+4+8]
2. Discuss the activities of production development. What do you mean by industrial relation? Define the term line and staff organization. [5+6+5]
3. Discuss the hierarchy of information needs. What are the role of information system for decision making process? Explain database information system. [5+6+5]
4. What are the motivational theory of Herzberg's hygiene factors and motivational factors? Discuss the behavioural approach of leadership. Define the term authority and power. [6+5+5]
5. What do you mean by job analysis? Discuss the different steps of hiring and selecting staff. Explain the methods of performance appraisal. [6+5+5]
6. Write short notes any four of the following: [4×4]
 - a) Contingency Management Theory
 - b) Needs for Management Information System (MIS)
 - c) Contingency Approach of Leadership
 - d) Incentive Programs
 - e) Value of Case Study

Exam.	Regular/Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any **Five** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

1. What do you mean by organization? Explain the importance of organization in society. Discuss the concept of scientific management theory. [3+5+8]
2. Explain different activities of production development. What do you mean by purchasing? Define the term responsibility and authority. What do you mean by span of control? [5+3+5+3]
3. What do you mean by hierarchy of needs? Define the term information architecture. Discuss the term information system for planning process. Explain the database information system. [4×4]
4. Define the term theory 'X' and theory 'Y' in the motivation theory. Justify job design improve work efficiency. What do you mean by trait approach in leadership? Discuss the importance of participative management in organization. [5+3+4+4]
5. What do you mean by personal management? Define the term job analysis. Discuss deferent steps of hiring and selecting staff. What do you mean by collective bargaining?[3+5+5+3]
6. Write short notes any four of the following: [4×4]
 - a) Single ownership organization
 - b) Industrial relation
 - c) Networking information system
 - d) Informal organization
 - e) Needs of MIS

Exam.	Back		
	Level	BE	Full Marks
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any **Five** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

1. What do you mean by scientific management theory? How does it differ from behavioral approach? Explain organization is a multidisciplinary field. [5+6+5]
2. What do you mean by marketing? Explain the relation between marketing concept and production development. What do you mean by industrial relation? [4+8+4]
3. What do you mean by management information system? Explain the sources of data. Define the term hierarchy of information needs and information system model. [4×4]
4. What is motivation and why is it necessary in an organization? Explain MacGregor's theory X and theory Y of motivation. [4+4+8]
5. Define the term Job analysis. How the personnel are selected in the organization explain? Does the job design help to work efficiency comment? [3+8+5]
6. Write short notes any four of the following: [4×4]
 - a) Organization as an open system
 - b) Authority and responsibility
 - c) Informal organization
 - d) Information system for decision making process
 - e) Performance appraisals

Examination Control Division

2064 Jestha

Exam.	Regular/Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ The figures in the margin indicate Full Marks.
- ✓ Assume suitable data if necessary.

1. Define the term organization. Explain organization as an open system. What do you mean by management? Explain different function of management. [3+5+3+5]
2. What do you understand by division of labour? Define term span of control. Explain the term authority and responsibility. [4+4+8]
3. What is the contribution of computer in management information system? Explain the role of software to on-line information system for planning process. [7+9]
4. Explain different styles of leadership in brief. Which style you recommend as most effective leader in industrial organization? [10+6]
5. What do you mean by human resource management? Define the term collective bargaining. Explain the process of collective bargaining. [5+5+8]
6. Write short notes any four of the following: [4×4]
 - a) Scientific management theory
 - b) Industrial relation
 - c) Maslow's hierarchy of needs theory
 - d) Information system model
 - e) Job analysis

Examination Control Division

2064 Kartik

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
 - ✓ Attempt any **Five** questions.
 - ✓ **All** questions carry equal marks.
 - ✓ Assume suitable data if necessary.
1. Define the term management and discuss the concept of Taylor's scientific management theory.
 2. What do you mean by organization structure? Explain the meaning of responsibility and authority.
 3. What do you mean by hierarchy of information needs? Explain the information system for planning process.
 4. Define the term 'Motivation'. How does Macgregor's theory 'X' and theory 'Y' apply to motivation?
 5. What do you mean by job analysis? Explain different steps of hiring and selecting staff.
 6. Write short notes any two of the following:
 - a) Transactional Management Model
 - b) Objective of Purchasing
 - c) Networking Information System

Exam.	Back		
Level	BE	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any **Five** questions.
- ✓ **All** questions carry equal marks.
- ✓ Assume suitable data if necessary.

1. Explain the concept of management in an organization and describe the level of management in details.
2. Is there a need for leadership? Explain what provides the power of leaders over their followers. Describe leadership styles in brief.
3. What motivates people at work? Describe the Maslow's hierarchy need and compare with that of Herzberg.
4. Describe the importance of hiring procedure in an organization and explain the steps of hiring in details.
5. What is case study? Explain in details of steps involve in the case study.
6. Write notes on (any three)
 - a) Organization
 - b) Market Structure
 - c) The Concept of Management Information System
 - d) Business Process and Information System

16/2-4 TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2062 Baishakh

Exam.	Regular/Back		
	Level	B.E.	Full Marks
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
 - ✓ Attempt any Five questions.
 - ✓ All questions carry equal marks.
 - ✓ Assume suitable data if necessary.
1. Define the terms organization and management. What is a closed system? Explain organization as a open system.
 2. What do you mean by production development? Explain different activities of the production development function.
 3. What do you mean by information architecture? Explain information system for planning process.
 4. What do you mean by leadership? Explain different leadership theories you are familiar with.
 5. Define the term personnel management and explain different methods of performance appraisal.
 6. Write short notes any two of the following:
 - a) Behavioural Management Theory
 - b) Industrial Relation
 - c) Participative Management

16/2-5 TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2061 Baishakh

Exam.	Regular / Back		
	Level	B.E.	Full Marks
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ All questions carry equal marks.
- ✓ Assume suitable data if necessary.

- 1/ What do you mean by management? Explain the different models of management.
- 2/ Define the term marketing and explain the importance of marketing management.
3. What is the contribution of computers for the management information system? Explain networking information system.
- 4/ What do you mean by participative management? Explain the role of informal organization in management.
- 5/ What do you mean by collective bargaining? Explain the different process of collective bargaining.
- 6/ Write short notes any two of the following:
 - a) Joint Stock Company
 - b) Information Architecture
 - c) Incentive Programs

16/1-16 TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2059 Chaitra

Exam.	Regular / Back			
	Level	B.E.	Full Marks	80 %
Programme	BEL, BEX, BCT	Pass Marks	32	
Year / Part	IV / I	Time	3 hrs.	

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any **Five** questions.
- ✓ The figures in the margin indicate **Full Marks**.
- ✓ Assume suitable data if necessary.

1. "People dominated not by individual but by organization", comment.
2. Define the term policy and executive group and explain the managerial function.
3. What is the contribution of computers in the management information system? Explain an importance of networking information system.
4. Define the term motivation and explain the theory of Maslow's hierarchy of needs.
5. What do you mean by collective bargaining and explain the different process of collective bargaining?
6. Write short notes any two of the followings:
 - a) Authority and power
 - b) Information system model
 - c) Case study

16/2-5 TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2061 Baishakh

Exam.	Regular / Back		
Level	B.E.	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
 - ✓ Attempt any Five questions.
 - ✓ All questions carry equal marks.
 - ✓ Assume suitable data if necessary.
1. ✓ What do you mean by management? Explain the different models of management.
 2. ✓ Define the term marketing and explain the importance of marketing management.
 3. What is the contribution of computers for the management information system? Explain networking information system.
 4. ✓ What do you mean by participative management? Explain the role of informal organization in management.
 5. ✓ What do you mean by collective bargaining? Explain the different process of collective bargaining.
 6. ✓ Write short notes any two of the following:
 - a) Joint Stock Company
 - b) Information Architecture
 - c) Incentive Programs

16/1-3 TRIBHUVAN UNIVERSITY
INSTITUTE OF ENGINEERING
Examination Control Division
2058 Chaitra

Exam.	Regular / Back		
Level	B.E.	Full Marks	80
Programme	BEL, BEX, BCT	Pass Marks	32
Year / Part	IV / I	Time	3 hrs.

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ All questions carry equal marks.
- ✓ Assume suitable data if necessary.

1. Define the term 'Management' and explain the various function of management.
2. What do you mean by organizational structure? Explain the salient features of line and staff organization.
3. What is the contribution of computers for the management information system? Explain the importance of networking information system.
4. Define the term 'Motivation' and explain the Maslow's hierarchy of needs.
5. What do you mean by salary structure and explain the different factors of wage and salary structure?
6. Write short notes on any two of the following:
 - a) Joint Stock Company
 - b) Informal Organization
 - c) Information Architecture

16 / 12 - 23 TRIBHUVAN UNIVERSITY

INSTITUTE OF ENGINEERING

Examination Control Division

2057 Chaitra

Exam.	Regular / Back		
	Level	B.E.	Full Marks
Programme	BEL/BEX	Pass Marks	32
Year / Part	IV / I	Time	3 h

Subject: - Organization and Management

- ✓ Candidates are required to give their answers in their own words as far as practicable.
- ✓ Attempt any Five questions.
- ✓ All questions carry equal marks.

1. Discuss the concept of Elton Mayo's human relation movement.
2. Define the term "purchasing" and explain the relation between marketing management and purchasing procedure.
3. What do you mean by management information system? Explain the hierarchy of information needs.
4. Describe the term "Authority and Power". Explain the sources of power in the organization.
5. What do you mean by performance appraisals and explain the different methods of performance appraisals.
6. Write short notes on any two of the followings.
 - a) Organization behaviour
 - b) Integrated approach to leadership
 - c) Job description
