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ISLAMIC UNIVERSITY OF TECHNOLOGY (IUT)
ORGANISATION OF ISLAMIC COOPERATION (OIC)

DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT

Semester Final Examination Winter Semester, A. Y. 2022-2023
Course No. : BTM 4103 Time : 3 hours
Course Title : Principles of Management Full Marks : 150

Answer all 6 (six) questions. All questions carry equal marks. Marks of each question and the corresponding CO and PO are written in the right margin with brackets.

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- 1. a) How would you define strategy and strategic planning? What is meant by the planning process? Discuss the steps involved in the planning process. 13 (CO1)
(PO1)
 - b) Describe the scope, responsible personnel, and time frames for each kind of organizational plan. How are plans of different kinds related? 12 (CO1)
(PO1)
 - 2. a) Distinguish between contingency planning and crisis management. 5 (CO1)
(PO1)
 - b) Analyze the purpose of organizational goals, identify different kinds of goals, and discuss who sets goals. 10 (CO2)
(PO1)
 - c) Assume you are responsible for the developing policy, and procedures for your newly developed business organization. In this regard, you are instructed to develop mission, strategic goals, tactical goals, and operational goals. Show these issues in a figure with a hypothetical example. 10 (CO3)
(PO3)
 - 3. a) What do you mean by managerial skill? Explain with examples the different types of skills required by a successful manager. 8 (CO1)
(PO1)
 - b) Define scientific management. Discuss the background and focus of scientific management. 7 (CO1)
(PO1)
 - c) Can a manager use both classical and behavioral perspectives? Give an example of a time when a manager did this and explain how it enabled him or her to be effective. 10 (CO3)
(PO3)
 - 4. a) Identify the basic elements of organizations. 5 (CO1)
(PO1)
 - b) Assume you are a part of the top management. How would you like to apply the five alternatives to job specialization? What is the advantage of each, as compared to specialization? 12 (CO3)
(PO3)
 - c) Under what circumstances would you prefer to work in a centralized organization or in a decentralized organization? 8 (CO2)
(PO2)

5. a) How would you assess yourself regarding the needs for achievement, affiliation, and power? Apply the motivation concept and discuss. **9** (CO3) (PO2)
- b) Describe some new forms of working arrangements. How do these alternative arrangements increase motivation? **8** (CO1) (PO1)
- c) Recall a situation in which you experienced inequity. Analyze the situation in terms of equity theory. Was your feeling of inequity justified? **8** (CO3) (PO3)
6. a) In organizational settings, there are usually five kinds of power: legitimate, reward, coercive, referent, and expert power. Identify an example you have experienced or observed to illustrate each of the five types of power. **15** (CO3) (PO3)
- b) Summarize the key differences between leadership and management. Do organizations need both managers and leaders? **10** (CO1) (PO1)