

**IV B.Tech I Semester Supplementary Examinations, April/May 2005**  
**MANAGEMENT SCIENCE**  
**( Common to Electrical & Electronic Engineering, Electronics & Communication Engineering, Electronics & Instrumentation Engineering and Electronics & Control Engineering)**

**Time: 3 hours**

**Max Marks: 70**

**Answer any FIVE Questions**  
**All Questions carry equal marks**

\*\*\*\*\*

1. (a) Define management. Explain brightly the various contributions made by F.W Taylor.  
(b) Explain brightly the functions of management.
2. (a) Define organization with necessary sketches explain brightly various typed of organization.  
(b) Explain brightly span of control.
3. (a) What is personal management. Explain brightly the selection procedure adopted for graduate engineer trainee post.  
(b) Explain the methods of training imparted to employes.
4. (a) Define E.O.Q. Explain the procedure adopted for purchase of material.  
(b) Explain the importance of Bincard and score ledge.
5. (a) Brightly explain the functions of production, planning and control.  
(b) Explain brightly the various sales Fore costing techniques.
6. (a) What is importance of work study? Explain two handed process chart?  
(b) Write a short note on SIMO chart.
7. (a) Explain the use of Network analysis. Discuss the steps adopted for PERT a manning.  
(b) Write a short note on smoothing.
8. (a) What is the difference between selling and marketing? Brightly explain the functions of marketing management.  
(b) Explain the channels of distribution.

\*\*\*\*\*