



**K-0685**  
**Third Year B. Com. Examination**  
**September / October – 2012**  
**Management - III**

Time : 3 Hours]

[Total Marks : 70

**Instructions :**

(1)

<p>नीचे दृशावेव निशानीवाणी विगतो कनरवडी पर अवश्य लपवी. Fillup strictly the details of signs on your answer book.</p> <p>Name of the Examination : T. Y. B. COM.</p> <p>Name of the Subject : MANAGEMENT - 3</p> <p>Subject Code No. : 0 6 8 5 Section No. (1, 2,.....): Nil</p>	<p>Seat No. : □ □ □ □ □ □ □ □</p> <p style="text-align: center;">Student's Signature</p>
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- (2) Question - 1 is compulsory.  
(3) Figures to the **right** side indicate marks of the question.

- 1 Answer in brief : 10
- (i) What do you mean by creativity ?  
(ii) Explain artificial intelligence.  
(iii) State the functions of a facilitator.  
(iv) Explain Human intelligence.  
(v) What is quality circle ?

- 2 What is time ? Being an authority how would you manage time ? 12

**OR**

- 2 Explain the various innovative pay strategies. 12

- 3 Written communication is considered as an effective tool of communication – Justify. 12

**OR**

- 3 Explain the new psychological dimension for managing people.

4 Discuss about the reward management in changing scenario. 12

**OR**

4 What do you mean by conflict ? What does the conflict oriented situation crop-up ? 12

5 Explain various determinants and types of stress. 12

**OR**

5 Who is facilitator ? Explain his main functions. 12

6 Write short notes : (any **three**) 12

- (i) Faculty development
- (ii) Negotiation
- (iii) Placement Phobia
- (iv) Concept of Stress Management
- (v) Quality circles.

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