

**MANAGEMENT  
PAPER - II**

Time Allowed : 3 hours

Full Marks : 100

*Marks for each question is indicated against it.*

*Attempt any 5 (five) questions taking not more than 3 (three) questions from each Part.*

**PART - A**

1. (a) Explain briefly the meaning of descriptive statistics and inferential statistics. **(10)**  
(b) Explain briefly the various laws of probability. **(5)**  
(c) What is meant by two mutually exclusive events? Cite two examples. **(5)**
2. What is sensitivity analysis and what are its benefits? Show how Sensitivity Analysis can be used in the real world through an appropriate example. **(10+10=20)**
3. (a) What are the basic principles of plant layout? Describe briefly, the various types of plant layouts. **(4+6=10)**  
(b) Discuss the steps taken in choosing the location of a manufacturing plant. **(10)**
4. What is TQM? What are its objectives? How can TQM be implemented in an organisation? **(2+8+10=20)**

**PART - B**

5. You have been entrusted with the task of designing an information system for the Public Service Commission of your state. What components would you include in the system and why? Clearly explain your answer. **(20)**
6. Critically examine the policies of the Indian government in the promotion and development of small and medium enterprises. **(20)**
7. (a) Discuss the concept of Value Chain Analysis. **(10)**  
(b) Briefly describe about the Growth Strategies that an Organisation can adopt for its growth. **(10)**
8. (a) Discuss the role of foreign trade in the economic development of the developing countries. **(10)**  
(b) "Firms need global orientation even to survive the domestic market". Elucidate. **(10)**