

**POST GRADUATE DIPLOMA IN  
PHARMACEUTICAL SALES  
MANAGEMENT (PGDPSM)**

**Term-End Examination**

**December, 2025**

**MVE-005 : INTRODUCTION TO MANAGEMENT**

*Time : 3 Hours*

*Maximum Marks : 75*

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**Note :** Answer any *five* questions. All questions carry equal marks.

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1. (a) "Hiring and retaining talent in the organization is an important job of a manager." How is it done ? Explain with examples.  $7\frac{1}{2}$
- (b) Explain how training programmes are helpful in avoiding managerial obsolescence. Give suitable example.  $7\frac{1}{2}$

2. What are the causes of stress ? Discuss in detail how stress can be managed amongst employees at the organizational level. 5+10
3. (a) What is manpower planning ? Explain the need and importance of manpower planning.  $7\frac{1}{2}$
- (b) Explain any *three* manpower demand forecasting techniques.  $7\frac{1}{2}$
4. What do you mean by Control ? Examine the control methods and strategies used in any organization. Give examples. 2+13
5. What is the importance of interpersonal relationships ? Explain the concept of the Johari Window for studying interpersonal awareness. Discuss the implications of this model with examples. 15
6. Explain the following :
- (a) Contingency Theory of Leadership  $7\frac{1}{2}$
- (b) Path-goal Leadership Theory  $7\frac{1}{2}$
- Give examples in support.

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7. (a) What are groups ? Discuss formal and informal groups.  $7\frac{1}{2}$
- (b) What is the basis of formation of groups according to Homan's theory of group formation ?  $7\frac{1}{2}$
8. Explain the stages involved in decision making process. How can decisions be made under certainty vis-a-vis decisions under uncertainty ? Give examples. 5+10

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