



# INSTITUTE OF AERONAUTICAL ENGINEERING

(Autonomous)  
Dundigal, Hyderabad-500043

## CIVIL ENGINEERING

### TUTORIAL QUESTION BANK

<b>Course Title</b>	<b>INDUSTRIAL MANAGEMENT AND PSYCHOLOGY</b>				
<b>Course Code</b>	AHS016				
<b>Programme</b>	B.Tech				
<b>Semester</b>	VIII	CE			
<b>Course Type</b>	Skills				
<b>Regulation</b>	IARE - R16				
<b>Course Structure</b>	<b>Theory</b>			<b>Practical</b>	
	<b>Lectures</b>	<b>Tutorials</b>	<b>Credits</b>	<b>Laboratory</b>	<b>Credits</b>
	3	-	3	-	-
<b>Chief Coordinator</b>	Mr. G.N.V Sai Teja, Assistant Professor				
<b>Course Faculty</b>	Mr. G.N.V Sai Teja, Assistant Professor				

### COURSE OBJECTIVES:

<b>The course should enable the students to:</b>	
I	Discuss the different Taylor's, Fayol's, Maslow's theories of management.
II	Understanding the line and staff, matrix, functional, virtual, cellular organizational structures of management.
III	Identify the functions of Human resources management and marketing strategies based on product life cycle.
IV	Outline the evolution and fields of social, educational, experimental clinical and personality psychology.

### COURSE OUTCOMES (COs):

CO 1	Nature and importance of management, Taylors scientific management theory, Fayols principles of management maslow's theory of human needs, Douglas McGregor's theory X and theory Y, two factor theory, leadership styles, social responsibilities of management.
CO 2	Designing Departmentation and decentralization, types of organization structures, line organization, line and, team structure, boundary less organization.
CO 3	Human Resources Management (HRM): evolution of HRM, basic functions of hr manager: manpower planning, recruitment, Marketing: functions of strategies based on product life.
CO 4	Definition, goals, fields and applications, development of psychology from middle 19th century, psychology in ancient India, the founding of, development of psychology in India
CO 5	Applications of psychology to disadvantaged groups, problems of social integration, information technology and mass media, economic development. fields of psychology: social psychology, educational.

## COURSE LEARNING OUTCOMES (CLOs):

AHS016.01	Describe the Nature and importance of management, functions of management, and theories of management-taylors.
AHS016.02	Summarize the concept of scientific management theory, fayols principles of management maslow's theory of human needs
AHS016.03	Analyze the concepts douglas mcgregor's theory x and theory y, two factor theory, leadership styles
AHS016.04	Use the concept social responsibilities of management..
AHS016.05	Designing organizational structures: Departmentation and decentralization, types of organization structures,
AHS016.06	Understand line organization, line and staff organization, functional organization, committee organization, matrix organization, virtual organization, cellular organization,
AHS016.07	Use cellular organization, team structure, boundary less organization, inverted pyramid structure,
AHS016.08	Illustrate inverted pyramid structure, lean and flat organization structure and their merits, demerits and suitability.
AHS016.09	Explain Human Resources Management (HRM): evolution of HRM, basic functions of hr manager: manpower planning, recruitment.
AHS016.10	Understand the concept of selection, training and development, placement, wage and salary administration, promotion, transfer, separation,.
AHS016.11	Understand the concept of appraisal, grievance handling and welfare administration, job evaluation and merit rating.
AHS016.12	Discuss the concept of Definition, goals, fields and applications, development of psychology from middle 19th century, psychology in ancient India
AHS016.13	Understand the founding of experimental psychology: Contributions of Weber, Fechner..
AHS016.14	Summarize the concept of Contributions of Weber, Fechner, Wundt and Eddinghaus, William James and Galton, development of psychology in India.
AHS016.15	Use Applications of psychology to disadvantaged groups, problems of social integration
AHS016.16	Understand the information technology and mass media, economic development..
AHS016.17	Understand the characteristics fields of psychology: social psychology, educational psychology, experimental psychology, clinical psychology, personality psychology.

## TUTORIAL QUESTION BANK

UNIT- I				
INTRODUCTION TO MANAGEMENT				
Part - A (Short Answer Questions)				
S No	QUESTIONS	Blooms Taxonomy Level	Course Outcomes	Course Learning Outcomes (CLOs)
1	Define management.	Remember	CO 1	AHS016.1
2	Discuss the importance of management.	Understand	CO 1	AHS016.1
3	Write about the leadership styles.	Remember	CO 1	AHS016.2
4	Write the advantages of departmentation.	Remember	CO 1	AHS016.2
5	Explain about types of organization.	Remember	CO 1	AHS016.3
6	Describe nature of management.	Remember	CO 1	AHS016.3
7	Give two examples of modern organization.	Remember	CO 1	AHS016.4
8	Discuss about the responsibilities of management.	Remember	CO 1	AHS016.3
9	Give the structure of organization.	Remember	CO 1	AHS016.3
10	Discuss about the importance of approaches of management.	Remember	CO 1	AHS016.2
11	Explain the concepts related to organization.	Remember	CO 1	AHS016.2
12	Discuss about the centralization in an organization.	Remember	CO 1	AHS016.1
13	Write about autocratic leadership style.	Understand	CO 1	AHS016.2
14	Explain about the concept of theory X.	Understand	CO 1	AHS016.2
15	Explain about the lower level of management.	Remember	CO 1	AHS016.1
16	Write a short note on theory Y.	Understand	CO 1	AHS016.1
17	Write a short note on leadership style	Understand	CO 1	AHS016.1
18	What is mean by social responsibilities of management	Remember	CO 1	AHS016.2
19	What is two factor theory	Understand	CO 1	AHS016.3
20	Write a short note on fayols principles of management	Remember	CO 1	AHS016.3
Part - B (Long Answer Questions)				
1	Explain Douglas McGregor's theory x and theory y.	Understand	CO 1	AHS016.3
2	Explain Hertzberg two factor theory of motivation	Understand	CO 1	AHS016.3
3	Explain leadership styles social responsibilities of management.	Understand	CO 1	AHS016.2
4	Explain natural and importance of management	Understand	CO 1	AHS016.2
5	Write the management theories	Understand	CO 1	AHS016.1
6	Discuss briefly about the systems approach to management.	Understand	CO 1	AHS016.1
7	Define leadership and describe the different types of leadership styles.	Understand	CO 1	AHS016.2
8	Mention the different needs as identified by Abraham Maslow.	Understand	CO 1	AHS016.1
9	Write about the Henry Fayol principles of management.	Understand	CO 1	AHS016.1
10	According to Taylor's scientific management approach bring to the process of management?	Understand	CO 1	AHS016.2
11	Define organizations. Describe about the principals of organizations.	Understand	CO 1	AHS016.1
12	Define management. Write the scope and importance of management.	Understand	CO 1	AHS016.2
13	Write in detail about the functions of management.	Understand	CO 1	AHS016.3
14	Describe briefly about the social responsibility.	Understand	CO 1	AHS016.3
15	Write a short note on delegation of authority and span of management.	Understand	CO 1	AHS016.3
16	Give examples for modern and traditional organization	Understand	CO 1	AHS016.2
17	What is mean by social responsibilities	Understand	CO 1	AHS016.2
18	List out the principles of fayol's.	Understand	CO 1	AHS016.2
19	Explain the two factor theory	Understand	CO 1	AHS016.1
20	Explain the leadership style	Understand	CO 1	AHS016.1
UNIT-II				
ORGANIZATIONAL STRUCTURES				
Part - A (Short Answer Questions)				
1	Define Decentralization.	Understand	CO 2	AHS016.4
2	Types of Organizations.	Understand	CO 2	AHS016.4
3	Describe about the committee organization.	Understand	CO 2	AHS016.4
4	Write the merits of matrix organization.	Understand	CO 2	AHS016.5

5	Draw a diagram for line and staff organization.	Remember	CO 2	AHS016.6
6	Define span of management.	Understand	CO 2	AHS016.6
7	What do you mean by delegation of authority?	Remember	CO 2	AHS016.5
8	Write the relationship between management and organization.	Understand	CO 2	AHS016.4
9	Define the term authority.	Understand	CO 2	AHS016.4
10	Write the design of organization	Understand	CO 2	AHS016.5
11	Types of organizations	Remember	CO 2	AHS016.5
12	What is mean by organization structures	Remember	CO 2	AHS016.4
13	Define line organization	Understand	CO 2	AHS016.4
14	Define staff organization	Understand	CO 2	AHS016.6
15	What is mean by functional organization	Understand	CO 2	AHS016.4
16	What is mean by committee organization	Remember	CO 2	AHS016.5
17	Write the design of departmental organization	Remember	CO 2	AHS016.4
18	What is mean by matrix organization	Remember	CO 2	AHS016.5
19	Write the design structural of organization	Remember	CO 2	AHS016.4
20	What is mean by virtual organization	Remember	CO 2	AHS016.4

**Part - B (Long Answer Questions)**

1	Describe the modern trends in organization structure designs.	Understand	CO 2	AHS016.3
2	Distinguish between centralization and decentralization.	Understand	CO 2	AHS016.6
3	Write about the different types of organizations based on authority relationships.	Understand	CO 2	AHS016.4
4	Describe briefly about the different approaches carried in an organization with suitable answers	Understand	CO 2	AHS016.4
5	Explain the real life of a leader and what is the role played in an organization?	Understand	CO 2	AHS016.4
6	Define the term authority, design of organization	Understand	CO 2	AHS016.5
7	What is mean by organization structures and functional organization	Understand	CO 2	AHS016.5
8	Explain the delegation of authority	Understand	CO 2	AHS016.4
9	Define span of management, design of departmental organization	Understand	CO 2	AHS016.3
10	Explain the types of organization structure	Understand	CO 2	AHS016.3
11	Describe the line and staff organization structure	Understand	CO 2	AHS016.3
12	Explain the functional organization structure	Understand	CO 2	AHS016.5
13	Describe the committee and matrix organization structure	Understand	CO 2	AHS016.6
14	Describe the virtual and cellular organization structure	Understand	CO 2	AHS016.8
15	Write the team organization structure	Understand	CO 2	AHS016.3
16	Write the boundary less organization structure designs	Understand	CO 2	AHS016.4
17	Write the inverted pyramid structure organization	Understand	CO 2	AHS016.8
18	what are the lean and flat organization structures	Understand	CO 2	AHS016.8
19	Explain the Merits suitability	Understand	CO 2	AHS016.4
20	Explain the Demerits suitability	Understand	CO 2	AHS016.3

**UNIT –III**

**HUMAN RESOURCE MANAGEMENT AND MARKETINGMANAGEMENT**

**Part - A (Short Answer Questions)**

1	Define human resource management.	Remember	CO 3	AHS016.9
2	Discuss about the performance appraisal.	Remember	CO 3	AHS016.9
3	What is man power planning.	Understand	CO 3	AHS016.9
4	Write about the recruitment process.	Remember	CO 3	AHS016.9
5	Define PMIR.	Remember	CO 3	AHS016.10
6	Write about on-job training.	Understand	CO 3	AHS016.10
7	Write about the merit rating.	Understand	CO 3	AHS016.11
8	Discuss about the CMM levels.	Remember	CO 3	AHS016.10
9	Discuss about the promotion.	Understand	CO 3	AHS016.9
10	Explain separation.	Understand	CO 3	AHS016.9
11	Define about job evaluation.	Understand	CO 3	AHS016.10
12	Write about the transfer.	Remember	CO 3	AHS016.11
13	Write about the training.	Remember	CO 3	AHS016.8
14	Discuss about the development in the organization.	Understand	CO 3	AHS016.9
15	Explain what is the need for training in an organization.	Remember	CO 3	AHS016.8
16	List out the on the job training methods.	Remember	CO 3	AHS016.11
17	Write the advantages of training and development programmers	Understand	CO 3	AHS016.8

18	Give the types of off the job training methods.	Remember	CO 3	AHS016.8
19	Discuss about the staff development strategy.	Remember	CO 3	AHS016.9
20	Write about four strategies of man power planning process.	Understand	CO 3	AHS016.10
<b>Part – B (Long Answer Questions)</b>				
1	Write about the organization culture.	Understand	CO 3	AHS016.10
2	List out the methods of job evolution.	Understand	CO 3	AHS016.8
3	Write about the objectives of merit rating.	Understand	CO 3	AHS016.10
4	List out the methods of merit rating.	Understand	CO 3	AHS016.10
5	Write any two advantages of job evaluation.	Understand	CO 3	AHS016.11
6	Discuss about human resource management and evaluation of human resource management.	Understand	CO 3	AHS016.9
7	Differentiate between the human resource management and personal management and industrial relations.	Understand	CO 3	AHS016.8
8	Discuss promotion, transfer, separation and demotion.	Understand	CO 3	AHS016.8
9	Explain about the steps in handling a grievance.	Understand	CO 3	AHS016.9
10	Explain about job evaluation and write the methods of job evaluation.	Understand	CO 3	AHS016.11
11	Explain Basic functions of Human resource Manager.	Understand	CO 3	AHS016.10
12	Explain Manpower planning and write the strategies of man power plan.	Understand	CO 3	AHS016.8
13	Explain Recruitment and selection process and write about the steps in selection process.	Understand	CO 3	AHS016.9
14	Explain about the wage and salary administration.	Understand	CO 3	AHS016.12
15	Explain briefly about training and development and types of training.	Understand	CO 3	AHS016.11
16	Write the advantages the advantages of training in an organizations	Understand	CO 3	AHS016.8
17	Write the difference between on the job training methods and off the job methods.	Understand	CO 3	AHS016.9
18	Define merit rating and explain the methods of merit rating.	Understand	CO 3	AHS016.10
19	Explain performance appraisal and write about the steps in performance appraisal.	Understand	CO 3	AHS016.11
20	Briefly explain the recruitment and induction.	Understand	CO 3	AHS016.9
<b>UNIT –IV</b>				
<b>FUNDAMENTALS OF PSYCHOLOGY</b>				
<b>Part – A (Short Answer Questions)</b>				
1	What are the basic principles of psychology	Remember	CO 4	AHS016.12
2	What are the concepts of psychology?	Remember	CO 4	AHS016.13
3	How can I learn psychology?	Remember	CO 4	AHS016.12
4	What are the 4 goals of psychology?	Remember	CO 4	AHS016.14
5	What are the fundamental of psychology	Understand	CO 4	AHS016.14
6	What are the areas of application of psychology?	Remember	CO 4	AHS016.13
7	What developments of psychology from middle 19th century	Understand	CO 4	AHS016.14
8	Explain psychology in ancient india?	Understand	CO 4	AHS016.14
9	Who started experimental psychology?	Understand	CO 4	AHS016.15
10	Who psychology contribution of weber?	Understand	CO 4	AHS016.13
11	What he did psychology Fechner?	Remember	CO 4	AHS016.13
12	What are the Wundt and Eddinghaus?	Understand	CO 4	AHS016.14
13	Explain the development of psychology in India?	Understand	CO 4	AHS016.13
14	How to Study Human Behavior?	Understand	CO 4	AHS016.14
15	What are the objectives of psychology?	Remember	CO 4	AHS016.15
16	What is the scope of psychology?	Understand	CO 4	AHS016.13
17	What is the importance of psychology?	Understand	CO 4	AHS016.12
18	What are the application of psychology?	Remember	CO 4	AHS016.13
19	What are the benefits of psychology?	Remember	CO 4	AHS016.12
20	What is HRM in psychology?	Understand	CO 4	AHS016.7
<b>Part – B (Long Answer Questions)</b>				
1	Explain the fundamental and learn psychology	Understand	CO 4	AHS016.14
2	Describe the developments of psychology from middle 19th century	Understand	CO 4	AHS016.15
3	Describe the objectives of psychology	Understand	CO 4	AHS016.14
4	Explain psychology contribution of weber, experimental psychology	Understand	CO 4	AHS016.15

5	Describe is the scope of psychology, HRM in psychology?	Understand	CO 4	AHS016.14
6	What are the Study Human Behavior, development of psychology in India?	Understand	CO 4	AHS016.13
7	Explain the basic principles of psychology?	Understand	CO 4	AHS016.12
8	Briefly explain the 4 goals of psychology	Understand	CO 4	AHS016.13
9	What are the application of psychology?	Understand	CO 4	AHS016.13
10	Define psychology. Describe in detail the experimental method and ethics of psychology research.	Understand	CO 4	AHS016.12
11	Explain the peripheral nervous system	Understand	CO 4	AHS016.13
12	Write a detailed note on the endocrine glands	Understand	CO 4	AHS016.12
13	Write in detail on observational learning and limitations of punishment.	Understand	CO 4	AHS016.14
14	Write in detail on forgetting and amnesia	Understand	CO 4	AHS016.15
15	Explain hunger as a motive	Understand	CO 4	AHS016.16
16	Describe schachter and singer's two factors theory of emotion	Understand	CO 4	AHS016.16
17	Define stress. what are the causes and reactions to stress	Understand	CO 4	AHS016.14
18	Write in details on the social cognitive view and humanism approach to personality	Understand	CO 4	AHS016.15
19	Why do psychologists use statistics? Write in detail about descriptive statics.	Understand	CO 4	AHS016.12
20	Write a detailed note on normal distribution curve and on measures of central tendency	Understand	CO 4	AHS016.13

#### UNIT -V

#### APPLICATIONS AND FIELDS OF PSYCHOLOGY

##### Part - A (Short Answer Questions)

1	What are the different fields in psychology?	Understand	CO 5	AHS016.14
2	What are the 4 fields of psychology?	Remember	CO 5	AHS016.15
3	How many fields of psychology are there?	Understand	CO 5	AHS016.13
4	What are the application of social psychology?	Remember	CO 5	AHS016.12
5	Which field is best in psychology?	Remember	CO 5	AHS016.13
6	What is the meaning of disadvantaged group?	Remember	CO 5	AHS016.15
7	What does disadvantaged background mean?	Understand	CO 5	AHS016.15
8	What does academically disadvantaged mean?	Understand	CO 5	AHS016.16
9	What application psychology problems of social integration	Understand	CO 5	AHS016.16
10	Explain psychology in information technology and mass media?	Understand	CO 5	AHS016.15
11	Explain the psychology economic development?	Remember	CO 5	AHS016.12
12	What are the different fields of psychology?	Understand	CO 5	AHS016.13
13	What are some social psychology topics?	Remember	CO 5	AHS016.15
14	What are the subfields of social psychology?	Understand	CO 5	AHS016.16
15	What is the concept of social psychology?	Remember	CO 5	AHS016.16
16	What do educational psychologists do?	Understand	CO 5	AHS016.15
17	Where do experimental psychologists work?	Remember	CO 5	AHS016.14
18	What do clinical psychologists do?	Understand	CO 5	AHS016.12
19	What is the definition of personality in psychology?	Remember	CO 5	AHS016.13
20	What is psychology and its nature?	Understand	CO 5	AHS016.12

##### Part - B (Long Answer Questions)

1	Explain the applications of psychology to disadvantaged groups	Understand	CO 5	AHS016.15
2	Describe the disadvantages groups of psychology	Understand	CO 5	AHS016.14
3	Describe the problems of social integration of psychology	Understand	CO 5	AHS016.12
4	Explain the applications of information technology	Understand	CO 5	AHS016.13
5	Describe the applications of information technology mass media	Understand	CO 5	AHS016.15
6	Describe the applications of economic development	Understand	CO 5	AHS016.16
7	Explain the fields of psychology and social psychology	Understand	CO 5	AHS016.16
8	Explain briefly social and educational psychology	Understand	CO 5	AHS016.14
9	Describe the experimental psychologists , subfields of social?	Understand	CO 5	AHS016.15
10	Describe the fields of clinical experimental psychologists?	Understand	CO 5	AHS016.16
11	Explain the contributions of weber experiment	Understand	CO 5	AHS016.16
12	What is the William james and galton experimentl	Understand	CO 5	AHS016.15
13	Explain the recognize the ancient psychology of India	Understand	CO 5	AHS016.16
14	Describe the field of economical psychology	Understand	CO 5	AHS016.16
15	Describe the information technology of mass media psychology	Understand	CO 5	AHS016.17

16	Describe the understand the foundation for classical inference involving	Understand	CO 5	AHS016.17
17	What are the hypothesis testing and two types of errors possible	Understand	CO 5	AHS016.17
18	Describe the clinical and experimental psychology	Understand	CO 5	AHS016.17
19	Explain the concept of social and integration psychology	Understand	CO 5	AHS016.17
20	Explain the fields of personality psychology	Understand	CO 5	AHS016.17

**Prepared by:**

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**HOD, CE**