

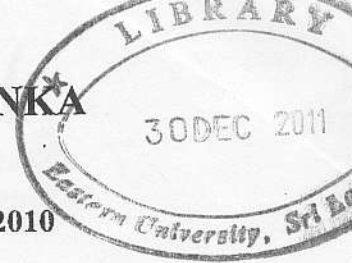
EASTERN UNIVERSITY, SRI LANKA

FACULTY OF SCIENCE

First Semester Examination in Science 2009/2010

(August/September-2011) (Re-repeat)

CC 108 MANAGEMENT AND ENTREPRENEURSHIP & INTRODUCTION TO CAREER GUIDANCE



Answer all questions

Time: One Hour

1. Define the term Management, Efficiency, Effectiveness and Productivity. (10 Marks)
2. What do you mean by a strategy? (10 Marks)
3. State the importance of Strategic Planning? (10 Marks)
4. There are four general skills necessary for becoming a successful manager. Explain any two general skills with examples? (10 Marks)
5. There are six elements of organizational structure. Explain any three elements with examples. (10 Marks)
6. In your own view, which selection devices will work best with various kinds of jobs? Provide three supporting reasons. (10 Marks)
7. Describe the five stages of team development clearly. (10 Marks)
8. Explain the Maslow's hierarchy of needs theory. (10 Marks)
9. Explain three communication barriers. Provide example for each barrier. (10 Marks)
10. Explain three ways to develop effective negotiation skills. (10 Marks)