



**Q. 4. Answer the following in detail. (Solve any 6) (30)**

1. Why Management is a social science?.
2. Distinguish between management and organization.
3. Write a note on the main conclusions of Hawthorne Experiments.
4. Explain Objectives of planning.
5. What are the styles of decision making?
6. Explain Qualitative techniques of forecasting.
7. What are the three elements of organization?

**Q. 5. Answer the following in detail. (Solve any 1) (10)**

1. Describe the managerial skills in detail.
  2. Explain the importance of management.
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