

**POST GRADUATE DIPLOMA IN  
HOSPITAL AND HEALTH  
MANAGEMENT**

**(PGDHHM)**

**Term-End Examination**

**June, 2025**

**MHH-101 : INTRODUCTION TO MANAGEMENT**

*Time : 3 Hours*

*Maximum Marks : 70*

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**Note :** Answer any **three** questions from Part A  
and any **five** questions from Part B.

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**Part—A**

**Note :** Write answers of any **three** of the  
following questions within **1500** words  
each.

1. (a) List various sources of manpower for  
recruitment. 5
- (b) Describe briefly various methods of  
recruitment. 10

2. (a) Define motivation and list various types of motives. 5
- (b) Briefly discuss various theories of motivation. 10
3. Explain in detail about ABC and VED analysis. How can ABC-VED matrix be employed to evolve a meaningful control over the material supply ? 15
4. (a) What are the methods of costing of Healthcare Services ? 10
- (b) How will you ascertain the cost of appendectomy in your hospital ? 5

**Part—B**

5. Write short notes on any *five* of the following within **500** words each : 5×5=25
- (a) Competency based training
- (b) Steps in decision-making
- (c) Douglas McGregor's theory of management
- (d) Purchase procedures for a X-ray machine
- (e) Audit and types of Audit based on organizational structure
- (f) Budget and its classification

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