

**POST GRADUATE DIPLOMA IN
HOSPITAL AND HEALTH
MANAGEMENT (PGDHHM)
Term-End Examination**

June, 2026

MHH-101 : INTRODUCTION TO MANAGEMENT

Time : 3 Hours

Maximum Marks : 70

Note : (i) *All questions are compulsory.*

(ii) *Attempt question Nos. 1 & 2 within
2500 words.*

(iii) *Write short notes within 1000 words
each.*

-
-
1. Describe the process of decision making.
Discuss various types of managerial discuss.

7+8

2. Define motivation. Discuss various theories
of motivation.

3+12

[2]

3. Write short notes on any *four* of the following : 4×5=20

- (a) Break Even Analysis (BEA)
- (b) Forecasting techniques
- (c) Managerial Grid
- (d) Matrix organization
- (e) Conflict management

4. Write short notes on any *four* of the following : 4×5=20

- (a) Span of control
- (b) Task analysis
- (c) Role of leader
- (d) Training needs assessment
- (e) Quality control circle

× × × × ×