

# Management Concepts



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Approaches to decision making – Decision models – Pay off Matrices – Decision trees – Break Even Analysis.

**UNIT III ORGANISING** - Departmentation – Span of Control – Delegation – Centralisation and

Decentralisation – Committees – Line and Staff relationships – Recent trends in organisation structures.

**UNIT IV STAFFING** - Process of Recruitment, Selection, Induction Training – Motivation –

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