

(Please write your Exam Roll No.)

Exam Roll No. ....

# END TERM EXAMINATION

FIRST SEMESTER [BBA] DECEMBER-2012

Paper Code: BBA101

Subject: Principles of Management

BBA(B&I)101

BBA(TTM)101

BBA(CAM)101

BBA(MOM)101

Time : 3 Hours

Maximum Marks : 75

Note: Attempt any five questions.

- Q1 'Management is a process of getting things done by others'. Explain it with the help of role and functions of management. (15)
- Q2 (a) 'Co-ordination is an essence of management'. Discuss it. (8)  
(b) Explain the 'system approach' to management. (7)
- Q3 (a) Explain the elements of planning process. (7)  
(b) 'Planning is equally important even in rapidly changing business environment. Discuss it. (8)
- Q4 (a) Enumerate the steps involved in the organizing process. (7)  
(b) Distinguish between decentralization of authority and delegation of authority. (8)
- Q5 (a) 'Staffing is a continuous process'. Explain it. (7)  
(b) Write note on Management By Objectives (MBO). (8)
- Q6 (a) Discuss the motivation theory of Maslow's Need Hierarchy. (7)  
(b) What is leadership? How does it differ from managing process? (3+5)
- Q7 Discuss the elements of controlling process. Explain the requirements of effective control system. (8+7)
- Q8 Write short notes on **any three** of the following:- (5x3=15)
- (a) Managerial levels
  - (b) Strategic and operational decisions
  - (c) Importance of informal organization
  - (d) Management Audit

\*\*\*\*\*