

(Please write your Exam Roll No.)

Exam Roll No.

END TERM EXAMINATION

FIRST SEMESTER [BBA] DECEMBER 2013

Paper Code: BBA101

Subject: Principles of Management

BBA(B&I)101

BBA(TTM)101

BBA(MOM)101

BBA(CAM)101

Time : 3 Hours

Maximum Marks :75

Note: Attempt any five questions. All questions carry equal marks.

- Q1 (a) Define management and outline its essential characteristics.
(b) What types of skills are important for managerial success?
- Q2 What is the systems approach to management? What is contingency approach to management? Do you think it is an improvement over the systems approach? Explain.
- Q3 (a) Define planning. What is the necessity of planning in modern organizations?
(b) 'Planning and forecasting are intertwined'. Comment.
- Q4 Explain Herzberg's two factor theory of motivation. What implications does this theory have for the design of organizational reward systems?
- Q5 (a) Differentiate between leadership and managership.
(b) Explain in detail the managerial grid. Do you advocate grid training for modern managers?
- Q6 What is the nature and scope of control? Explain the major techniques of managerial control.
- Q7 Differentiate between the following:-
(a) Delegation and Decentralization
(b) Formal and informal organization
- Q8 Write short notes on **any two** of the following:-
(a) Management By Objectives (MBO)
(b) Tannenbaum and Schmidt Model
(c) Decision Making Process
