

**K-274**

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**BBA-101**

**BBA Ist Semester Examination Dec., 2023**

**PRINCIPLE OF MANAGEMENT**

**Time : 2 Hours]**

**[Max. Marks : 70**

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*Note :- This paper is of Seventy (70) marks divided into two (02) Sections 'A' and 'B'. Attempt the questions contained in these Sections according to the detailed instructions given there in. Candidates should limit their answers to the questions on the given answer sheet. No additional (B) answer sheet will be issued.*

**Section-A**

**(Long Answer Type Questions) 2×19=38**

*Note :- Section 'A' contains Five (05) Long-answer type questions of Nineteen (19) marks each. Learners are required to answer any two (02) questions only.*

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( 1 )

P.T.O.

1. Discuss the classical approach of management in detail thereby explaining its advantages and limitations.
2. Discuss Maslow's hierarchy of needs. Do you agree with the particular ranking of employee needs?
3. Explain some of the characteristics of control. What is the interrelationship between the functions of planning and controlling ?
4. Explain why effective communication skills are relevant for good leadership. What are the specific skills relevant to ?
  - (a) Oral communication and
  - (b) Written communication
5. What are the various characteristics associated with effective leadership ?

### **Section–B**

**(Short Answer Type Questions)**      4×8=32

**Note** :- Section 'B' contains Eight (08) Short-answer type questions of Eight (08) marks each. Learners are required to answer any *four* (04) questions only.

1. Explain the concept of management and its scope.
2. List the various steps involved in planning.
3. Discuss various responsibilities of a manager.

4. What are the Henry Fayol's Fourteen Principles of Management ? Explain.
5. What guidelines can the management set and follow for behavioral control ?
6. What do you understand by the managerial grid ?
7. What are the basic characteristics of an organization which is based on mechanistic structure ?
8. Define decision making with different steps involved in decision making process.

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