

**A-1271**

**Total Pages : 3**

**Roll No. ....**

**BBA(N)-101**

**(Principles and Practices of Management)**

**1st Semester Examination, Session December 2024**

**Time : 2:00 Hrs.**

**Max. Marks : 70**

*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 therein. 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.*

1. Explain the management process with its key functions and highlight how these functions interrelate in an organizational setup.
2. Discuss the concept of Management by Objectives (MBO) and its impact on organizational performance.
3. Discuss the role of leadership and direction in enhancing organizational effectiveness, with examples of leadership styles.
4. Critically discuss the process of organizational change, and strategies for successful implementation.
5. Analyze the decision-making process in management and the factors that influence effective managerial decisions.

### **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. What are the levels of management ? Describe their roles.

2. What do you mean by Social Systems Approach ?
3. “Management is often regarded as both an art and a science”, justify the statement with relevant examples.
4. Write on McGregor’s Theory X and Theory Y.
5. Explain Motivation-Hygiene Theory by Herzberg ?
6. What does the SMART framework stand for in goal setting ?
7. How does transformational leadership differ from transactional leadership ?
8. Describe the concept of “management by exception” in controlling.

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