

A-1117

Total Pages : 3

Roll No.

BBA (N)-101

**Principles and Practices of Management
Examination 2026 (Feb.)**

Time: 02:00 hrs

Max. Marks: 70

Note : This paper is of Seventy (70) marks divided into two (02) Section 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)

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.

(2x19=38)

P.T.O

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1. “Management is getting things done through other people”. Is this definition adequate for the present-day concept of management? Discuss.
2. Describe the role and responsibilities of a manager at different levels of management.
3. Describe Maslow’s Need Hierarchy Theory of motivation and explain its managerial implications.
4. Compare line, functional and line-staff organisations through examples. Which of these will be appropriate for a large manufacturing enterprise?
5. What is the main objective of the controlling process in management? What is the purpose of analyzing deviations in the controlling process?

Section-“B”

(Short -answer - type questions)

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.

(4x8=32)

1. Characteristics of Management.
2. Human Behavior Approach in Management.
3. Importance of Planning in an Organization.

4. Characteristics of Management by Objectives.
5. Process of Delegation of Authority.
6. Barriers to effective communication.
7. Principles of Budgeting.
8. Lewin's Change Management Model.
