BBA (N)-101

First Semester Examination, 2024 (June)

[Principles and Practices of Management]

Time : 2 Hours]   **[Maximum Marks : 70**

Note : This paper is of seventy (70) marks divided into two (2) 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)

Note : Section 'A' contains five (5) long answer type questions of Nineteen (19) marks each. Learners are required to answer any two (2) questions only.   **2 × 19 = 38**

1. Discuss Abraham Maslow's Hierarchy of Needs? Also write its implications and critics?

2. Define spann of control? Also explain the principles and process of effective control in organizaton?

3. Explain in detail the process of effective communication? What are the barriers to effective communication?

4. Elucicate the role of manager in organization? Highlight the key skills required to become a successful manager?

5. What do you mean by organizational structure? State various forms of structure used in the organization?

SECTION—B

(Short Answer Type Questions)

Note : Section 'B' contains eight (8) short answer type questions of Eight (08) marks each. Learners are required to answer any four (4) questions only.   **4 × 8 = 32**

1. State the importance of effective managerial decision making?

2. Explain diffect types of Planning.

3. State the importance of effective communication?

4. Write the scope and characteristics of management?

5. Explain the key concepts and principles of the systems approach in organization.

6. What was the main focus of the Neo-Classical Theory of management?

7. Define staffing? What are the key elements of staffing?

8. State some common types of decisions that managers and individuals encounter in organization?

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