

Enrollment No.....



Faculty of Management Studies
End Sem Examination Dec-2023
MS3CO15 Principles of Management

Programme: BBA

Branch/Specialisation: Management

Duration: 3 Hrs.**Maximum Marks: 60**

Note: All questions are compulsory. Internal choices, if any, are indicated. Answers of Q.1 (MCQs) should be written in full instead of only a, b, c or d. Assume suitable data if necessary. Notations and symbols have their usual meaning.

- Q.1 i. Which of the following is true about principles of management? **1**
 (a) The principles of management are in a continuous process of evolution
 (b) The principles of management have evolved
 (c) The principles of management have not evolved
 (d) None of these
- ii. Management is _____ in order to create a surplus. **1**
 (a) A Science (b) An Art (c) Both (a) and (b) (d) None of these
- iii. In which step of the planning process, the best and most feasible plan will be chosen to be implemented. **1**
 (a) Selecting an alternative
 (b) Evaluating alternative course of action
 (c) Setting up objective
 (d) Developing Premises
- iv. Decision making helps in the smooth functioning of _____. **1**
 (a) Business (b) Staffing (c) Organising (d) Planning
- v. Which of the following is a part of delegation process? **1**
 (a) Selecting right person for the task
 (b) Removing Authority & Responsibility
 (c) Designing Organisational Structure
 (d) Receiving feedback
- vi. Management by objectives (MBO), also known as management by planning (MBP), was first popularized by _____. **1**
 (a) F. W. Taylor (b) Peter Drucker
 (c) Mark Owen (d) Adam Smith

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- vii. Which level of needs is the most basic in Maslow's hierarchy of need theory? **1**
 (a) Physiological needs (b) Safety needs
 (c) Love and belonging needs (d) Esteem needs
- viii. Which of the following is not a feature of Employees in theory-X? **1**
 (a) Dislike work
 (b) Rewards or punishments are used for motivation
 (c) Seeks responsibility
 (d) None of these
- ix. Controlling is known as a backward-looking function because- **1**
 (a) It relates to a future course of action.
 (b) It is like a dwelling into past activities
 (c) To find out deviation, it aims at improving future performance.
 (d) All of these
- x. Participative leadership has which of the following characteristics- **1**
 a) Believe success arises from leaders and staff working together
 b) Employs a clear chain of command
 c) Takes the view that rewards and punishment motivate staff
 d) Seeks to involve staff in the decision-making process
- Q.2 i. Define management and write its concept. **2**
 ii. Write nature and concept of management. **3**
 iii. Explain the importance of management by highlighting the role of manager in an organisation. **5**
- OR iv. Describe functions of management explaining 'POSDCORB' with suitable example of each function. **5**
- Q.3 i. Write meaning and importance of planning to achieve the firms' objectives. **2**
 ii. Explain the types of planning with suitable examples. **8**
- OR iii. Describe the process of decision making. Explain the challenges involved in decision making process. **8**
- Q.4 i. Define the following: **2**
 (a) Organising (b) Staffing
 ii. What do you mean by MBO & MBE? Differentiate between MBO and MBE. **8**
- OR iii. Explain the process of recruitment and selection. **8**

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- Q.5 i. Write characteristics and importance of directing. **2**
 ii. Explain the motivational theory of Maslow's hierarchy of need theory. **8**
- OR iii. What are the characteristics displayed by employees in the theory of McGregor's X & Y? Explain. **8**
- Q.6 i. Define 'Controlling' and write its features. **2**
 ii. Explain importance of controlling process. Differentiate between budgetary and non-budgetary control techniques. **8**
- OR iii. Define leadership. Explain the different styles of leadership in management with example. **8**
