

Total No. of Questions: 6

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Enrollment No.....



Faculty of Law  
End Sem Examination Dec 2024  
LW3AE01 Principles of Management  
Programme: B.A. LL.B. (Hons.) / Branch/Specialisation: Law  
B.B.A. LL.B. (Hons.)

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.

	Marks	BL	PO	CO	PSO
Q.1 i. Management is primarily concerned with:	<b>1</b>	1	1	1	
(a) Commanding employees					
(b) Achieving goals efficiently and effectively					
(c) Reducing organizational hierarchy					
(d) Implementing technology					
ii. The acronym POSDCORB stands for:	<b>1</b>	1	2	1	
(a) Planning, Organizing, Staffing, Directing, Coordinating, Operations, Reviewing, Budgeting					
(b) Planning, Organizing, Staffing, Directing, Coordinating, Reporting, Budgeting					
(c) Planning, Operating, Supervising, Decision-making, Coordinating, Reporting, Budgeting					
(d) Planning, Organizing, Supervising, Delegating, Controlling, Reviewing, Budgeting					
iii. Which of the following is the first step in the planning process?	<b>1</b>	1	2	1	
(a) Setting objectives					
(b) Developing alternatives					
(c) Evaluating alternatives					
(d) Selecting the best course of action					

	[2]		[3]
iv. Policies that provide a broad guideline for decision-making are called:	<b>1</b>	2 1 2	Q.2 i. Define management. <b>2</b> 1 1 2 ii. Explain the roles of a manager. <b>8</b> 1 1 2 OR iii. Discuss the functions of management. <b>8</b> 2 1 1
(a) General methods (b) Ad hoc policies (c) Standing policies (d) Specific procedures			
v. A formal organizational structure is characterized by:	<b>1</b>	1 3 3	Q.3 i. What do you understand by planning? <b>2</b> 2 1 2 ii. Explain the process of decision making. <b>8</b> 2 1 2 OR iii. Write short note on types of policies. <b>8</b> 1 2 2
(a) Undefined roles and responsibilities (b) Flexible and informal operations (c) Clearly defined authority and hierarchy (d) None of the above			
vi. Training that focuses on developing skills for a specific job is called:	<b>1</b>	2 2 3	Q.4 i. What is the purpose of organising? <b>2</b> 2 1 2 ii. Differentiate between MBO and MBE with examples of each. <b>8</b> 2 1 2 OR iii. Explain the steps in performance appraisal. <b>8</b> 1 2 2
(a) On-the-job training (b) Induction training (c) Career development training (d) Management training			
vii. Maslow's hierarchy of needs does NOT include:	<b>1</b>	1 3 2	Q.5 i. What do you mean by direction? <b>2</b> 2 1 2 ii. Compare between theory X and theory Y. <b>8</b> 1 2 2 OR iii. Discuss Herzberg's theory. <b>8</b> 1 2 2
(a) Physiological needs (b) Esteem needs (c) Self-actualization needs (d) Cultural needs			
viii. The X theory of McGregor emphasizes:	<b>1</b>	1 1 2	Q.6 Attempt any two: i. What are the requirements of an effective control system? <b>5</b> 2 2 1 ii. Explain "Laissez-faire" style of leadership. <b>5</b> 2 1 2 iii. Discuss the features of a control system. <b>5</b> 2 2 2
(a) Self-motivation of employees (b) Employees require close supervision and control (c) The need for participative management (d) None of these			*****
ix. A system of controlling that involves comparing actual performance with standards is called:	<b>1</b>	2 1 2	
(a) Budgetary control (b) Feedback control (c) Feedforward control (d) Benchmarking			
x. The final step in the control process is:	<b>1</b>	2 1 2	
(a) Measuring performance (b) Setting performance standards (c) Taking corrective action (d) Comparing actual performance with standards			

**Marking Scheme**  
**LW3AE01 Principles of Management (T)**

			For explain Theory Example	2 Marks 5 Marks 1 Mark
<b>Q.1</b>	i) B. Achieving goals efficiently and effectively ii) B. Planning, Organizing, Staffing, Directing, Coordinating, Reporting, Budgeting iii) A. Setting objectives iv) C. Standing policies v) C. Clearly defined authority and hierarchy vi) A. On-the-job training vii) D. Cultural needs viii) B. Employees require close supervision and control ix) B. Feedback control x) C. Taking corrective action	1 1 1 1 1 1 1 1 1 1	<b>Q.6</b> Attempt any two: i. Explain the requirements of an effective control system. ii. Explain “Laissez-faire” style of leadership. (As per answer) iii. Discuss the features of a control system.	(1 Mark *5)  5 5 5
			*****	
<b>Q.2</b>	i. Define management. ii. Explain the roles of a manager. <b>1 role 1 mark</b>	2 8		
<b>OR</b>	iii. Discuss the functions of management. <b>1.6 marks for each function</b>	8		
<b>Q.3</b>	i. Meaning of Planning. Definition <b>2 Mark</b> ii. Explain the process of decision making. 1 Point of Process	2 8 (2 Marks*4)		
<b>OR</b>	iii. Write short note on types of policies.	(2 Marks*4) 8		
<b>Q.4</b>	i. Purpose of organising. ii. Differentiate between MBO and MBE with examples of each. 1 mark for each diff. & example	(1 Mark*2) 8 (1 Mark*8)		
<b>OR</b>	iii. Explain the steps in performance appraisal.	(1 Mark*8) 8		
<b>Q.5</b>	i. Meaning of direction. Definition ii. Compare between theory X and theory Y. Difference	2 Marks  (2 Marks*4)		
<b>OR</b>	iii. Discuss Herzberg’s theory.	8		