

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BBA/BBA(RD/SIM/Business Economics) (2018 Batch) (Sem.-1)

PRINCIPLES AND PRACTICES OF MANAGEMENT

Subject Code : BBA 101-18

Paper ID : [75082]

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is **COMPULSORY** consisting of **TEN** questions carrying **TWO** marks each.
2. **SECTIONS-B** consists of **FOUR** Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains **TWO** questions each, carrying **TEN** marks each.
4. Student has to attempt any **ONE** question from each Sub-section.

SECTION-A

1. **Answer briefly:**
 - a) What is management?
 - b) Scientific management?
 - c) Steps in planning.
 - d) Bounded rationality.
 - e) Strategy.
 - f) Formal Organisation.
 - g) Team Building.
 - h) Benefits of external recruitment.
 - i) Line authority.
 - j) Just in Time.

SECTION-B

UNIT-I

2. Discuss various skills of managers.
3. Discuss the features of a partnership firm.

UNIT-II

4. Explain the process of Management by Objectives.
5. Explain various internal growth strategies.

UNIT- III

6. What is Organising? Explain different forms of organisation structure.
7. Explain McGregor's Theory 'Y' of motivation.

UNIT-IV

8. Discuss the factors affecting delegation of authority.
9. Discuss the challenges to management in the modern business environment.



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**BBA/BBA(RD) (2018 Onwards)/BBA(Event Management)
BBA (SIM) (2018 Batch) (Sem.-1)**

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Subject Code : BBA-101-18

M.Code : 75082

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

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3. Each Sub-section contains TWO questions each, carrying TEN marks each.
4. Student has to attempt any ONE question from each Sub-section.

SECTION-A

1. Answer briefly:

- a) Sole Proprietorship
- b) Scientific management Principles
- c) Forms of Organization
- d) Types of Plans
- e) Formal and informal organizations
- f) Internal Growth Strategies
- g) Bases of departmentation
- h) Sources of Recruitment
- i) Span of Control
- j) Challenges of management in global scenario

SECTION-B

UNIT-I

2. Explain the functions and scope of management giving special reference to the present day business environment.
3. Explain the various classical and neo-classical schools of thought and their salient features.

UNIT-II

4. Define Decision Making. What are various techniques of Decision making used in organizations.
5. Explain the concept and process of Strategic Planning in organizations in detail.

UNIT-III

6. Differentiate between Recruitment and Selection. What are various pros and cons of the types of Selection tests that are used in organizations?
7. Define Motivation. Discuss various theories of Motivation especially relevant in present day scenario.

UNIT-IV

8. Explain the difference between Line and Staff Authority. What are the responsibility and authority delegation relationship in both Line and Staff types of structures?
9. Write short notes on the following :
 - a) Total Quality Management
 - b) Just in Time

NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.

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Roll No.
Total No. of Questions : 08

Total No. of Pages : 01

BBA/BBA(RD)/BBA (Business Economics)/
(Event Management) (2018 Onwards)
BBA (SIM) (2018 Batch) (Sem.-1)
PRINCIPLES AND PRACTICES OF MANAGEMENT
Subject Code : BBA-101-18
M.Code : 75082

Time : 2 Hrs.

Max. Marks : 30

INSTRUCTIONS TO CANDIDATES :

1. Attempt any FIVE question(s), each question carries 6 marks.

1. Describe in detail Functions of Management.
2. Explain New Classical System of Management thoughts.
3. Explain briefly various steps in decision making.
4. Explain various growth strategies in Strategic Planning.
5. Describe Team Building and its stages in detail.
6. Briefly explain sources of Recruitment.
7. Explain briefly various steps in the Control Process.
8. Discuss various trends and challenges of Management in Global Scenario.



Note: Any student found attempting answer sheet from any other person(s), using incriminating material or involved in any wrong activity reported by evaluator shall be treated under UMC provisions.

Student found sharing the question paper(s)/answer sheet on digital media or with any other person or any organization/institution shall also be treated under UMC.

Any student found making any change/addition/modification in contents of scanned copy of answer sheet and original answer sheet, shall be covered under UMC provisions.

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BBA (Sem.-1)

PRINCIPLES AND PRACTICES OF MANAGEMENT

Subject Code : BBA 101-18

M.Code : S75082

Date of Examination: 20-01-2025

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.**
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3. **Each Sub-section contains TWO questions each, carrying TEN marks each.**
4. **Student has to attempt any ONE question from each Sub-section.**

SECTION-A

1. Answer briefly:

- a) What do you mean by Total quality management?
- b) Write a note on management by objectives.
- c) Define motivation.
- d) What is the nature of staffing?
- e) What do you mean by accountability?
- f) Write a note on direct control
- g) What do you mean by formal organization?
- h) List the importance of strategic planning.
- i) Write note on the partnership firm.
- j) What do you mean by the span of control?