

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

**BTTM (Sem.-3)
PRINCIPLES OF MANAGEMENT**

Subject Code : BTTM302-18

M.Code : 76795

Date of Examination: 11-12-2023

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

I. Write briefly :

- a) Define management
- b) What is meant by motivation?
- c) What is staff organization?
- d) Define Leadership
- e) Differentiate between unity of command and unity of direction
- f) What is grapevine communication?
- g) What is meant by staffing?
- h) How planning and control are interrelated?
- i) Define controlling
- j) Define performance appraisal

SECTION-B

2. Discuss the scope and characteristics of management
3. Define decision making and its process
4. What are the barriers to communication?
5. Discuss the importance of staffing
6. Write a detailed note on scientific theory by F W Taylor.

SECTION-C

7. Define organizing and patterns of organization
8. Discuss the evolution of management by highlighting the contribution of Taylor and Fayol
9. Write a detailed note on controlling process & techniques



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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BTTM (Sem.-3)
PRINCIPLES OF MANAGEMENT
Subject Code : BTTM-302-18
M.Code : 76795
Date of Examination : 13-06-2024

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

1. Write briefly :

- a) Management as profession
- b) Unity of command
- c) Strategic planning
- d) Scalar chain
- e) Departmentation
- f) Ego needs
- g) Organisational structure
- h) Leadership styles
- i) Line & Staff Authority
- j) Positive motivation.

SECTION-B

2. What are the functions of Management? Discuss the nature & scope of management.
3. Illustrate F. W Taylor's contributions to the field of management.
4. What is the role of planning in an organisation? Explain the process of planning.
5. Explain the process of communication.
6. What do you mean by organizing? Differentiate between formal and informal organization.

SECTION-C

7. Discuss the process & types of control.
8. Write a detailed note on qualities of a leader.
9. Discuss the process & techniques of controlling.

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BTTM (Sem.-3)
PRINCIPLES OF MANAGEMENT
Subject Code : BTTM-302-18
M.Code : 76795
Date of Examination : 26-11-2024

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

SECTION-A

1. Write briefly:

- a) What is directing?
- b) Define Motivation.
- c) Pen down the qualities of a leader.
- d) What are objectives?
- e) What is centralization?
- f) What is policy?
- g) What is Forecasting?
- h) What is staffing?
- i) What is life and staff relationship?
- j) What is controlling?

SECTION-B

2. Discuss the various patterns of organization.
3. Discuss the various techniques of controlling.
4. Discuss the meaning and importance of directing.
5. Pen down the process of planning.
6. Pen down the decision making process.

SECTION-C

7. Define Forecasting. Discuss the various techniques of Forecasting.
8. Pen down the evolution of Management thought by highlighting the contribution of Elton Mayo and F.W. Taylor.
9. What is manpower planning? Discuss the procedure and methods of selection and training in an organization.

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