Roll No. ☐☐☐☐☐☐☐☐☐☐☐   Total No. of Pages : 02

Total No. of Questions : 09

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

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 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) 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.