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Total No. of Pages : 02

Total No. of Questions : 15

MBA/MBA(IB) (2014 to 2017) (Sem.-1)
PRINCIPLES AND PRACTICES OF MANAGEMENT

Subject Code : MBA-101

Paper ID : [C0101]

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTION TO CANDIDATES :

1. **SECTION-A** contains **SIX** questions carrying **FIVE** marks each and students has to attempt any **FOUR** questions.
2. **SECTIONS-B** consists of **FOUR** Subsections : Units-I, II, III & IV. Each Subsection contains **TWO** questions each carrying **EIGHT** marks each and student has to attempt any **ONE** question from each Subsection.
3. **SECTION-C** is **COMPULSORY** and consist of **ONE** Case Study carrying **EIGHT** marks.

SECTION-A

- Q1 What are the different levels of management in a business enterprise?
- Q2 What is Decision theory school?
- Q3 Discuss the nature of planning.
- Q4 What difficulties are encountered in delegation of authority?
- Q5 Difference between centralization and decentralization.
- Q6 Define the concept of E-Business management.

SECTION-B**UNIT-I**

- Q7 What is Bureaucratic model of management? Discuss its merit.
- Q8 What is Management? Discuss its importance in the running of modern business.

UNIT-II

- Q9 “Decision-making is a solution selected after examining several alternatives”. Discuss.
- Q10 What do you mean by planning? How can it be made effective?

UNIT-III

Q11 Discuss the nature and element of delegation of authority.

Q12 Define 'Direction'. Explain its salient characteristics.

UNIT-IV

Q13 Define knowledge management in detail. Also discuss its various characteristics.

Q14 Can production planning and control be helpful in controlling?

SECTION-C

Q15 Case Study :

Hindustan automobiles produced spare parts of automobiles. The GM of the company stayed away from his workers and believed in strict compliance to his orders. Authority and responsibility flew strictly in the hierarchical line. The demand for company's products went down and the company came to a close. Then, Mr. Gupta was appointed as new GM of the company. He scanned the overall working environment of the company, took a round in each and every department of the company, met every worker personally, so much so that he called workers by name and discussed labour-management philosophies with them. Every decision that concerned workers with was taken in joint participation by them. Workers could approach him directly in his room without prior appointment. He believed in philosophy "*If you want to get things done through people, you can't be cold and heartless with them*". This changed the whole philosophy of management. Workers morale boosted, production and productivity increased and profits started rising.

Questions :

- Q1. What was Mr.X's perception about what is management?
- Q2. Did he believe in the concept- "*Management is the art of getting things done through and with people*"?
- Q3. Describe the qualities of Mr. X as a manager.
- Q4. If you were X would you adopt a similar strategy in your company? Why? If not, what and why?