

Roll No. ....

## **BBA–101**

### **Principles of Management**

Bachelor of Business Administration

(BBA–10/12/16/17)

First Semester, Examination, 2018

**Time : 3 Hours**

**Max. Marks : 80**

**Note :** This paper is of **eighty (80)** marks containing **three (03)** Sections A, B and C. Learners are required to attempt the questions contained in these Sections according to the detailed instructions given therein.

#### **Section–A**

##### **(Long Answer Type Questions)**

**Note :** Section ‘A’ contains four (04) long answer type questions of nineteen (19) marks each. Learners are required to answer *two* (02) questions only.

1. Define Decision-Making. What are the salient features of different models of decision-making ? Explain any *two* of them in detail and compare them.
2. Define organisational structure and explain bases of organisational structure with suitable examples. How structure and productivity can be linked to each other ?
3. What is control in context to an organization ? Explain the prerequisites and characteristics of an effective control system. Discuss various types of control.

**(B-86) P. T. O.**

4. Differentiate between line and staff functions. What are the main difficulties in smooth relationship between line and staff officials in enterprises ? How can they be removed ?

### **Section-B**

#### **(Short Answer Type Questions)**

**Note :** Section 'B' contains eight (08) short answer type questions of eight (08) marks each. Learners are required to answer *four* (04) questions only.

Write short notes on any *four* of the following :

1. Decision Tree
2. Brainstorming
3. Concurrent Process
4. Feedback
5. Strategic Goal
6. Conflict
7. Coordination
8. Delegation

### **Section-C**

#### **(Objective Type Questions)**

**Note :** Section 'C' contains ten (10) objective type questions of one (01) mark each. All the questions of this Section are compulsory.

1. Under mechanism of scientific management, scientific task setting includes :
  - (a) Time study
  - (b) Motion study
  - (c) Method study
  - (d) All of the above

2. The factors coming under philosophy of scientific management are :
  - (a) Co-operation
  - (b) Maximum Output
  - (c) Harmony
  - (d) All of the above
3. Who is the father of the three-need theory ?
  - (a) Vroom
  - (b) Peter Drucker
  - (c) McClelland
  - (d) None of the above
4. The non-financial type of motivators would be \_\_\_\_\_.
  - (a) Encouragement
  - (b) Freedom
  - (c) Recognition
  - (d) All of the above
5. Learning organizations are adaptive to their \_\_\_\_\_ environment.
  - (a) Internal
  - (b) External
  - (c) Work
  - (d) None of the above
6. Management is a creative and \_\_\_\_\_ process.
  - (a) Systematic
  - (b) Continuous
  - (c) Long
  - (d) None of the above

7. One of the popular forecast is :
- (a) Technological
  - (b) Economic
  - (c) Demand
  - (d) None of the above
8. Theory \_\_\_\_\_is based on positive assumption about workers.
- (a) Y
  - (b) Z
  - (c) X
  - (d) C
9. The simplest form of business ownership is a :
- (a) Proprietorship
  - (b) Partnership
  - (c) Corporation
  - (d) Cooperative
10. Henry Fayol was a \_\_\_\_\_.
- (a) Production Engineer
  - (b) Social Scientist
  - (c) Accountant
  - (d) Mining Engineer