

Roll No.

Exam Code : J-19

Subject Code—0758

B. B. A. (First Year) EXAMINATION

(For Batch 2018 Onwards Main)

PRINCIPLES OF MANAGEMENT

BBA-101

Time : 3 Hours

Maximum Marks : 70

Note : Attempt *Five* questions in all. In addition to compulsory Q. No. **1**, Attempt *four* more questions selecting *one* question from each Unit.

1. Write short notes on the following :

- (a) Managerial roles
- (b) Tactical *Vs.* Operational planning
- (c) Group decision-making
- (d) Coordination

- (e) Situation approach to leadership
- (f) Process of managerial control
- (g) Challenges before modern managers.

Unit I

2. Discuss the concept and nature of management. What are different managerial skills ? How the nature of managerial work is changing ?
3. Write in detail about development of managerial thought over the ages.

Unit II

4. What is Planning ? What is Strategic Planning ? What happens when organisations devit plan ?
5. Write a detailed note on managerial decision making. What are different forms of managerial decision-making ?

Unit III

6. Define Organising. How division of work is done ? What are different ways departments can be created ?
7. What do you mean by leadership ? What is its significance in business organisations ? Discuss different leadership styles.

Unit IV

8. Describe the concept and nature controlling. What are the objectives of controlling ? Why employees resist controlling ?
9. What are different controlling techniques ? What are pre-requisites of effective controlling system ?