

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.-1<sup>st</sup>) (Batch-2012)

**PRINCIPLES OF MANAGEMENT**

Subject Code : BBA-101

Paper ID : [C1121]

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTION TO CANDIDATES :**

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B consists of FOUR Subsections : Units-I, II, III & IV. Each Subsection contains TWO questions each carrying TEN marks each and student has to attempt any ONE question from each Subsection.

**SECTION-A**

**I. Write short note on :**

- i) Discuss any two roles played by a manager.
- ii) State the limitations of planning.
- iii) Define decision making.
- iv) Differentiate between line and staff organisation.
- v) What are the benefits of delegation?
- vi) What is the nature of staffing?
- vii) What are the limitations of controlling?
- viii) Write a note on management by objectives.
- ix) Explain the term knowledge management.
- x) Write a note on business outsourcing.

## SECTION-B

### UNIT-I

2. Define the term management and state its functions.

OR

3. Compare and contrast the contribution of Fayol and Taylor towards the development of management thought.

### UNIT-II

4. State the need for forecasting. Explain the various methods used for forecasting.

OR

5. Discuss the process and techniques of decision making.

### UNIT-III

6. What is the need and purpose of organisation? What are the steps followed in the process of organisation?

OR

7. Discuss the merits and demerits of centralization and decentralization in modern organisations.

### UNIT-IV

8. Define the term control and its importance in planning. Also explain the controlling process.

OR

9. Write short notes on :

(a) TQM

(b) JIT

(c) KAIZEN