



**Second Semester 5 Year B.B.A. LL.B. (Hons.) Examination, December 2012**  
**PRINCIPLES AND PRACTICES OF MANAGEMENT**

Duration : 2½ Hours

Max. Marks : 70

- Instructions:** 1. Answer **all 5** questions.  
2. **One** essay type and **one** short note question from **each** Unit have to be attempted, which is referred to as Part (a) and Part (b) in all the Units.

- Q. No. 1. (a) Define management and explain the important functions of management. Marks : 9  
OR  
Explain the contributions made by Henry Fayol towards management thought.
- (b) Highlight the qualities of a Manager. Marks : 5  
OR  
Write a note on mass interviewing programme.
- Q. No. 2. (a) Explain the principles of management – By objectives. Marks : 9  
OR  
Analyse the need and the factors involved in effective decision making.
- (b) Highlight the concept of “Forecasting”. : Marks : 5  
OR  
Differentiate between standing plans and master plans.
- Q. No. 3. (a) Differentiate a formal organisation from a informal organisation with suitable examples. Marks : 9  
OR  
Analyse the obstacles for effective delegation. Suggest method to overcome those obstacles.
- (b) Write a note on “Division of Work”. Marks : 5  
OR  
State the advantages of decentralization. P.T.O.

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Q. No. 4. (a) Bringout the for and against the promotion system of an organisation.

Marks : 9

OR

Explain the various sources of external recruitment.

(b) Differentiate between temperament test and Achievement test.

Marks : 5

OR

State the advantages of “on the job” training.

Q. No. 5. (a) Explain MC Gregor’s X and Y theory of motivation.

Marks : 9

OR

Analyse the constructions made by Maslow’s towards the need hierarchy.

(b) State the advantages of a informal communication.

Marks : 5

OR

Highlight the need for effective control system in an organisation.

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