



Second Semester Five Year B.B.A., LL.B. (Hons.) Examination, January 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 or problem from **each unit** have to be attempted, which is referred as part **(a)** and **(b)** in **all** the units.
 3. Figures to the **right** indicate **marks**.

UNIT – I

- Q. No. 1. (a) Explain the different levels of management with their core responsibilities. Marks : 9
- OR
- Bring out the contributions made by F. W. Taylor towards management thought.
- (b) Highlight the major five different functions of a manager. Marks : 5
- OR
- Write a note on Hawthorne experiments.

UNIT – II

- Q. No. 2. (a) Explain the methods of planning. Marks : 9
- OR
- Analyse the various areas of forecasting with suitable examples.
- (b) Bring out the importance of management by objectives. Marks : 5
- OR
- Highlight the factors involved in effective decision-making.

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UNIT – III

Q. No. 3. (a) Define authority and explain the theory of formal authority. Marks : 9

OR

Explain the various types of delegation.

(b) Write a note on effective delegation. Marks : 5

OR

State the advantages of decentralisation.

UNIT – IV

Q. No. 4. (a) Explain the various sources of external recruitment with suitable examples. Marks : 9

OR

How the system of promotion and transfer works in an organisation and why ?

(b) Write a note on on-the-job training. Marks : 5

OR

Highlight the reason for the adoption of performance evaluation in an organisation.

UNIT – V

Q. No. 5. (a) Explain Maslow's hierarchy of needs with suitable examples. Marks : 9

OR

Analyse the contributions made by McGregor.

(b) Highlight the qualities of a effective leader. Marks : 5

OR

State the features of effective control system in an organisation.
