

Roll No.

Total Pages : 2

MBA/M-16

11557

PRINCIPLES OF MANAGEMENT

Paper : HM-106

Time : Three Hours]

[Maximum Marks : 80

Note : Attempt *Five* Questions in all. Question No. 1 is Compulsory. The candidates are required to attempt remaining *Four* questions by selecting *One* question from each Unit. All questions carry equal marks.

Compulsory Question

1. Short Answer Type Questions (2 marks each) :
 - (a) Internal Environment.
 - (b) ROI.
 - (c) Strategies & Policies.
 - (d) Organizational Structure.
 - (e) Globalization.
 - (f) Controlling.
 - (g) Communication.
 - (h) Business Ethics.

UNIT-I

2. Define Management. Discuss, in detail, the Systems Approach to Management.
3. Write notes on the following :
 - (a) Management v/s Administration.
 - (b) Social Responsibility of Business.

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UNIT-II

4. Explain the following :
 - (a) Nature and Purpose of Planning.
 - (b) Types of Plans.
5. Explain the Concept of Decision-Making. Discuss, in detail, Decision-Making Process.

UNIT-III

6. Define Organizing. Explain, in detail, Formal and Informal Organization.
7. Write notes on the following :
 - (a) Delegation and Decentralization.
 - (b) Role of Electronic Media in Communication.

UNIT-IV

8. Explain the concept of Motivation. Discuss, in detail, various types of Motivation.
 9. Write notes on the following :
 - (a) Leadership and types of Leadership.
 - (b) Characteristics and Importance of Motivation.
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