



**First Term Exam-2071**  
**Subject: Principles of Management**

**Level: BBS - I**  
**Time: 3Hrs.**

**F.M:100**  
**P.M.:40**

**Set A**

*Candidates are required to give their own words as far as practicable. The figures in the margin indicate full marks.*

**Group A (Brief answer questions)**

Attempt **all** questions [2×10=20]

1. Define organizational goal.
2. What is goal displacement?
3. State the decisional role of manager.
4. Write four general principles of management defined by Fayol.
5. Define Organizing.
6. Sketch the outline of managerial skill.
7. What is SWOT analysis?
8. Define out sourcing.
9. List out the components of direction.
10. Define unity of command.

**Group B (Descriptive answer questions)**

Attempt any **Five** questions [5×10=50]

11. Explain emerging challenges of management. [10]
12. Give the concept of management and explain the principles of management. [5+5]
13. Define goal succession. Explain the goal formulation process. [3+7]
14. Explain the Hawthorne Experiments of Prof. Elton Mayo and his colleagues. [10]
15. Define management. Explain its functions. [3+7]
16. Explain McGregor's Theory X & Y in Behavioral Science Approach. [10]

**Group C (Analytical answer questions)**

Attempt any **Two** questions [15×2=30]

17. Discuss the classical theories of management. [15]
18. Discuss the changing perspectives on organization in present day business operations. [15]
19. Explain system theory of management with its contribution. [15]

*Best of Luck*



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**Set B**

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**Group A (Brief answer questions)**

Attempt **all** questions [2×10=20]

1. Define organization .
2. What is goal succession?
3. Mention the problems in goal formation process.
4. What is planning?
5. Sketch the outline of types of manager.
6. Define work force diversity
7. Mention the components of external environment.
8. Define business environment.
9. List out 6 industrial activities as per Henry Fayol.
10. Define division of work.

**Group B (Descriptive answer questions)**

Attempt any **Five** questions: [5×10=50]

11. Define management. Explain the principles of scientific management. [3+7]
12. Describe the features of effective organization goals. [10]
13. Explain goal displacement with reasons and examples. [3+7]
14. Explain the Hawthorne Experiments of Prof. Elton Mayo and his colleagues. [10]
15. Define outsourcing. Why it is essential for recent management. [3+7]
16. Explain organization with its characteristics. [3+7]

**Group C (Analytical answer questions)**

Attempt any **Two** questions [15×2=30]

17. “The roles and responsibilities of managers have been changing”. In the light of this statement explain the managerial roles as determined by Henry Mintzberg. [15]
18. Examine the changing perspective on organization in present day business operation. [15]
19. Compare Maslow’s hierarchy theory with Herzberg dual factor theory. [15]