

11. "Management is the art of getting things done through other people." Explain this statement.
12. Which approach or school of management thought makes the most sense to you ? Why ?
13. To develop a sound and efficient organization structure, it is required to follow certain principles. Explain such principles of organizing in brief.

## **BBA-01**

**December – Examination 2023**  
**BBA (Ist Year) Examination**  
**Principles of Management**  
**Paper : BBA-01**

*Time : 3 Hours ]*

*[ Maximum Marks : 70*

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*Note :-* The question paper is divided into three Sections A, B and C. Write answers as per the given instructions.

### **Section-A**

**7×2=14**

#### **(Very Short Answer Type Questions)**

*Note :-* Answer all questions. As per the nature of the question delimit your answer in one word, one sentence or maximum up to **30** words. Each question carries 2 marks.

1. (i) What is Management ?
- (ii) What is Top Level Management ?
- (iii) What is Corporate Planning ?
- (iv) What is Decision Making System ?
- (v) Write any *two* Principles of Planning.
- (vi) Write benefits of MBO.
- (vii) What is Unity of Command ?

**Section–B** **4×7=28**

**(Short Answer Type Questions)**

**Note** :- Answer any *four* questions. Each answer should not exceed **200** words. Each question carries 7 marks.

2. Are 'Management' and 'Administration' synonymous ? Discuss the various viewpoints and conclude.
3. What are the operative and managerial functions of management ? Discuss in detail.
4. Why is it important for you to understand the various management theories that have developed ? Explain.

5. Distinguish between routine and strategic decisions. What are the various steps involved in the decision making process ? Discuss in detail.
6. What are the components of organization structure ? Discuss them and explain how they help in smooth functioning of the organization.
7. 'The difference between individual goals and organizational goals will be higher in the absence of direction'. Do you agree ? Explain.
8. "Coordination is the essence of management". Elaborating this statement, explain the importance of coordination.
9. Explain Mintzberg's Managerial Roles.

**Section–C** **2×14=28**

**(Long Answer Type Questions)**

**Note** :- Answer any *two* questions. You have to delimit your each answer maximum up to **500** words. Each question carries 14 marks.

10. What is planning ? Explain different planning techniques.