

Roll No.

Total No. of Pages : 02

Total No. of Questions : 09

BBA (Sem.-1)

PRINCIPLES AND PRACTICES OF MANAGEMENT

Subject Code :BBA101-18

M.Code :75082

Date of Examination: 09-01-2026

Time : 3 Hrs.

Max. Marks : 60

INSTRUCTIONS TO CANDIDATES :

1. **SECTION-A is COMPULSORY** consisting of **TEN** questions carrying **TWO** marks each.
2. **SECTION-B** consists of **FOUR** Sub-sections : Units-I, II, III & IV.
3. Each Sub-section contains **TWO** questions each, carrying **TEN** marks each.
4. Student has to attempt any **ONE** question from each Sub-section.

SECTION-A

1. **Answer briefly:**
 - a. What do you mean by management?
 - b. Identify characteristics of Joint Stock Company.
 - c. Outline the meaning of scientific approach to management.
 - d. What is strategic planning?
 - e. What are structured decisions?
 - f. Identify reasons for failure of plans.
 - g. What are the characteristics of organizational inflexibility?
 - h. Define motivation.
 - i. Define preventive control.
 - j. Define TQM (Total Quality Management).

SECTION - B

UNIT - I

2. Elaborate on various forms of business organization, by citing suitable illustrations.
3. Highlight characteristics features of contingency approach to management, with examples

UNIT - II

4. Explain the various types of plans prepared in business organizations, with examples.
5. Highlight the various techniques of decision making by giving suitable illustrations.

UNIT - III

6. Explain Maslow's need hierarchy theory.
7. Explain the various stages involved in team-building in an organization.

UNIT - IV

8. Identify the various challenges face by management in the emerging global scenario.
9. Explain the significance of control mechanism. Suggest the types of control techniques commonly used in business enterprises.

NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.