

Q-1	(A) Define: Management By Objectives [MBO]. What are the Elements and Benefits of MBO.	14
Q-2	<p>A) Define: Decision Making. Explain: Factors affecting Decision Making.</p> <p>OR</p> <p>B) Explain: Principles of Effective Delegation of Authority. Why managers hesitate to Delegate the Power of Authority?</p>	14
Q-3	<p>(A) Define: Controlling. Explain: Elements and Process of Management Control. Discuss the Old and New Types of Control Techniques</p> <p>OR</p> <p>(B). What are the Characteristics of Controlling. Discuss; the Needs of Control in an organization.</p>	14
Q-4	<p>(A). Define Motivation. Explain: Abraham Maslow's Hierarchy of Needs Theory</p> <p>OR</p> <p>B) What are the factors affecting Managerial Effectiveness. Discuss: Behavioral Model of Effectiveness.</p>	14
Q-5	A) Define: Negotiation. Discuss: Negotiation Process and Issues In Negotiation.	14

