

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

