

Seat No. : \_\_\_\_\_

# MH-206

May-2025

B.B.A. (Hons.), Sem-II (NEP)

DSC-C-BBA-121 : Principles of Management – 2

Time : 2:00 Hours]

[Max. Marks : 50

1. (A) Discuss the Internal Sources of Recruitment. 5  
(B) Explain the importance of Staffing. 5

**OR**

1. (A) Describe any five methods of Training. 5  
(B) Explain the steps of Selection Procedure. 5

2. (A) Discuss any Five Principles of Directing. 5  
(B) Narrate the leadership grid developed by Blake and Mouton. 5

**OR**

2. (A) Differentiate between Theory X and Theory Y. 5  
(B) Explain Managerial Grid Theory. 5

3. (A) Discuss the importance of Controlling. 5  
(B) Write down the short note on Break Even Analysis. 5

**OR**

3. (A) Describe the steps in Controlling Process. 5  
(B) Explain the Principles of Effective Control. 5

4. (A) Discuss the Five Pillars for business suggested by Chanakya. 5  
(B) Explain the importance of Corporate social responsibility in today's business environment. 5

**OR**

4. (A) Describe any five Management lessons from Bhagwat Gita. 5  
(B) Describe various CSR towards Stakeholders. 5

5. Do as directed : (Any 10 out of 12)

10

- (1) Management is the development of \_\_\_\_\_ and not the direction of things.  
(People / Activity / Work)
  - (2) Placing right person at the right place is the objectives of \_\_\_\_\_.  
(Development / Staffing / Management)
  - (3) Calculating the manpower requirements for a future period relates to \_\_\_\_\_.  
(Budgetary Planning / Human Resource Planning / Staffing)
  - (4) Selection is the process of choosing the most suitable candidate from the pool of \_\_\_\_\_ candidates. (Qualified / Applied / Selected)
  - (5) Wages, Security of job and work conditions are called \_\_\_\_\_ Factors.  
(Motivator / Hygienic / Interpersonal)
  - (6) \_\_\_\_\_ is influencing people to follow in the achievement of common goal.  
(Motivation / Direction / Leadership)
  - (7) \_\_\_\_\_ is the act of stimulating someone or oneself to get a desired course of action. (Development / Motivation / Direction)
  - (8) CSR initiatives often include education, health, environment, and \_\_\_\_\_ development. (Community / Economic / Industrial)
  - (9) Sustainable development aims to balance growth with \_\_\_\_\_ responsibility.  
(Environmental / Cultural / Educational)
  - (10) The Ramayana highlights the importance of decision-making, especially when Rama decides to \_\_\_\_\_ despite personal pain for the greater good.  
(Compromise / Sacrifice / Confront)
  - (11) A company should ensure \_\_\_\_\_ in its dealings with customers, which includes being truthful and transparent. (Negotiation / Trust / Communication)
  - (12) \_\_\_\_\_ is the first step in the recruitment process, where job vacancies are identified and job descriptions. (Job Analysis / Interviewing / Selection)
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