

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

**NO-106**

**December-2015**

**LL.B (Int.) (BA, BBA, B.Com.), Sem.-I**

**IL BBA-102 : Principles of Management – I**

**Time : 3 Hours]**

**[Max. Marks : 70**

**Instructions :** (1) Figures at the right side of the paper indicates marks.  
(2) Draw diagram wherever it is necessary.

1. (A) Management by objective is a crucial process for any organization, what is the process for the same ? 7
- OR**
- What is planning ? How the processes of planning flow ?
- (B) According to Henry Mintzberg, what are the different roles a manager performs in an organization ? 7
- OR**
- What is the difference between Standing Plans and Single Used Plans ?
2. Define decision making. Explain all three techniques of decision making technique in detail. 14
- OR**
- (A) What is Forecasting ? List out the various forecasting techniques. Explain any two of them. 7
- (B) Write a note on (1) PERT (2) CPM 7
3. (A) What is the difference between Centralization and Decentralization ? 7
- OR**
- Write note on Effective Delegation.
- (B) Write a note on Degree of Centralization & Decentralization. 7
- OR**
- Write down the different bases on which departmentalization is done.
4. Why functional organization is considered a mid-way between line and staff authority, explain with meaning in detail. 14
- OR**
- What is called Informal Organization ? What are the advantages and disadvantages of Informal Organisation ?

5. Rewrite the sentence in your answer script by choosing correct option form the given multiple choices. (any **seven**)

**14**

- (1) \_\_\_\_\_ displays the structure of a particular decision, and the inter-relationships and interplay between different alternatives, decisions, and possible outcomes.
- (a) PERT (b) CPM  
(c) Decision Tree (d) None of the above
- (2) \_\_\_\_\_ involves the delegation of decision-making and authority to lower levels in the organization.
- (a) Decentralization (b) Departmentalization  
(c) Specialization (d) Centralization
- (3) Organization structure primarily refers to
- (a) how activities are coordinated and controlled.  
(b) how resources are allocated.  
(c) the location of departments and office space.  
(d) the policy statements developed by the firm.
- (4) The problem solving process begins with
- (a) clarification of the situation (b) establishment of alternatives  
(c) identification of the difficulty (d) isolation of the cause
- (5) Delegation is a \_\_\_\_\_ while decentralization is the end result.
- (a) destination (b) process  
(c) decision (d) None of these
- (6) The process of assigning authority and responsibility to one's subordinates to manage a project is called
- (a) Centralization (b) Supervision  
(c) Delegation (d) Specialization
- (7) \_\_\_\_\_ is known as the father of scientific management.
- (a) Peter Drucker (b) Max Weber  
(c) Fredrick Winslow Taylor (d) Henry Fayol
- (8) Tactical plans tend to be \_\_\_\_\_ specific and concrete than strategic plans.
- (a) more (b) less  
(c) lower (d) None of given options

- (9) \_\_\_\_\_ coined term PODSCORB for functions of Management.
- (a) Henry Fayol (b) Luther Gullick  
(c) George Terry (d) None of these
- (10) Fayol gave \_\_\_\_\_ principles of management.
- (a) 14 (b) 10  
(c) 12 (d) 18
- (11) All of the below mentioned can be measured as important attributes of forecasting except :
- (a) Assisting in Decision making  
(b) Point out the strengths and weaknesses of the organization  
(c) Facilitates controlling  
(d) Identifying the alternate course of action
- (12) A decision matrix allows decision makers to structure and then solve their problem by
- (a) Selection of matching solutions  
(b) Specifying and prioritizing their needs  
(c) Evaluating, rating and comparing solutions  
(d) All of the above
- (13) Functional Organisation was propounded by
- (a) John Mc Carthy (b) Henry Ford  
(c) FW Taylor (d) Harold Koontz
- (14) Early theories about how individuals make decisions were based on the concept of an
- (a) utilitarian philosophy (b) action man  
(c) economic man (d) attentive man
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