

Seat No. : _____

N29-121

December-2014

First Year MBA(Ks) (Integrated)

Business Management – I

Time : 3 Hours]

[Max. Marks : 100

- Instruction :** (1) **All** questions are compulsory.
(2) Each question carries equal marks.
(3) Neatness is preferred.

1. (A) “Management is getting work done through others.” Explain taking into consideration management skills and management levels with relevant example. **10**
(B) Distinguish between Management and Administration. Also explain management as a Profession and as an art. **10**
2. (A) Define planning. What are the steps involved in planning ? Also highlight the limitations of planning. **10**

OR

- (A) Distinguish between Policies and procedure. Explain the different types of policies. **10**
(B) Distinguish between individual and group decision making. Explain the advantages and disadvantages of group decision making. **5**
(C) Describe the various qualitative techniques used in economical & technological forecasting. **5**
3. (A) What is meant by departmentalization ? List different types of departmentalization. **10**

OR

- (A) Define Span of management. What is an appropriate Span of management ? Also explain factors governing Span of Management. **10**
(B) Distinguish between Authority and power. Explain the advantages and barriers of effective delegation. **10**

OR

- (B) Differentiate between line, staff and functional authority. Also explain nature of line and staff conflict. **10**

4. (A) Differentiate between recruitment and selection. Describe the steps involved in the selection process. **10**
- (B) Explain the various kinds of performance appraisal methods. **10**

OR

Write short notes on : **20**

1. Johari Window
2. Job description & Job specification
3. Training in Emotional Intelligence
4. 360-degree appraisal
5. Seniority v/s Merit in promotion

5. (A) Define Motivation. Explain Maslow's Need hierarchy theory with its merits and demerits. **10**

OR

- (A) Describe the main characteristics of 'Z' theory of motivation. **10**
- (B) "Leadership is situational". Justify your views on the statement. **5**
- (C) Differentiate between leader and manager ? Explain. **5**
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