



PRESIDENCY UNIVERSITY

BENGALURU

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| Roll No. | | | | | | | | | | | | | | | | | | | |
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Make Up Examinations – December 2025

Date: 26 – 12- 2025

Time: 1.00pm to 04.00pm

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|------------------------------|--|-----------------------|
| School: SOC | Program: B.Com | |
| Course Code : BBA2045 | Course Name: Principles of Management | |
| Semester: MK | Max Marks: 100 | Weightage: 50% |

| CO - Levels | C01 | C02 | C03 | C04 |
|--------------|-----------|-----------|-----------|-----------|
| Marks | 20 | 28 | 26 | 26 |

Instructions:

- (i) Read all questions carefully and answer accordingly.
- (ii) Do not write anything on the question paper other than roll number.

Part A

Answer ALL the Questions. Each question carries 2 marks.

10Q x 2M=20M

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|-----|--|---------|----|-----|
| 1. | Define Management. | 2 Marks | L1 | C01 |
| 2. | List out the functions of Management. | 2 Marks | L1 | C01 |
| 3. | Define Planning. | 2 Marks | L1 | C02 |
| 4. | What is the primary goal of decision making in management? | 2 Marks | L1 | C02 |
| 5. | Recall the meaning of Performance appraisal. | 2 Marks | L1 | C03 |
| 6. | Define Organising. | 2 Marks | L1 | C03 |
| 7. | List the different styles of leadership. | 2 Marks | L1 | C04 |
| 8. | Relate Maslow's Hierarchy of Needs to employee motivation in the workplace. | 2 Marks | L1 | C04 |
| 9. | Name the different techniques that are used for achieving good coordination. | 2 Marks | L1 | C01 |
| 10. | List any two principles given by Henry Fayol. | 2 Marks | L1 | C01 |

Part B

Answer ALL the Questions. Each question carries 7 Marks.

Total Marks 35M

| | | | | | |
|------------|-----------|--|-----------------|-----------|------------|
| 11. | a. | Outline the nature and importance of Management. | 07 Marks | L2 | CO1 |
| Or | | | | | |
| 12. | a. | Compare and contrast Management and Administration, outlining their differences. | 07 Marks | L2 | CO1 |
| Or | | | | | |
| 13. | a. | Interpret the steps in the planning process." | 07 Marks | L2 | CO2 |
| Or | | | | | |
| 14. | a. | Explain the steps involved in the decision-making process in management. | 07 Marks | L2 | CO2 |
| Or | | | | | |
| 15. | a. | Outline the nature and purpose of Organising function in Management. | 07 Marks | L2 | CO3 |
| Or | | | | | |
| 16. | a. | Summarise the need and importance of Staffing. | 07 Marks | L2 | CO3 |
| Or | | | | | |
| 17. | a. | Interpret Maslow's Hierarchy of Needs in the context of employee motivation and workplace behavior. | 07 Marks | L2 | CO4 |
| Or | | | | | |
| 18. | a. | Explain the importance of effective Direction in Management. | 07 Marks | L2 | CO4 |
| Or | | | | | |
| 19. | a. | Outline the principles of management given by Henry Fayol. | 07 Marks | L2 | CO1 |
| Or | | | | | |
| 20. | a. | Summarise the social responsibility of a business towards different segments of its operating environment. | 07 Marks | L2 | CO1 |

Part C

Answer any Three Questions. Each question carries 15 marks

3Q x 15M=45M

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|------------|-----------|--|-----------------|-----------|------------|
| 21. | a. | Apply the functions of management to explain how a manager can improve team productivity. | 15 Marks | L3 | CO1 |
| 22. | a. | Identify the nature and importance of planning. | 15 Marks | L3 | CO2 |
| 23. | a. | Apply the key principles of organizing to analyze how a company can improve its organizational structure and enhance overall efficiency. | 15 Marks | L3 | CO3 |
| 24. | a. | Apply different leadership styles to a workplace scenario and explain how each style might impact employee motivation and performance. | 15 Marks | L3 | CO4 |