



PRESIDENCY UNIVERSITY, BENGALURU
SCHOOL OF LAW

Max Marks: 100

Max Time: 180 Mins Weightage: 40%

Set A

COMPREHENSIVE EXAMINATION

I Semester 2016-2017 Course: **BBL A 101 Principles of Management**

16 January 2017

Instructions:

- i) Attempt all questions.
 - ii) Support your answer by a flow chart or diagram where ever required.
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Part A

(10 Q x 2 M= 20 Marks)

1. Define Management.
2. Define Organization.
3. Define Planning.
4. What is Optimization?
5. Define path-goal theory
6. Define Controlling
7. Esprit de corp means
8. Define Motivation.
9. According to Vroom's expectancy theory what is V, E & F stands for? What is the relationship between V,E & F?
10. Define Communication.

Part B

(8 Q x 5 M= 40 Marks)

1. Explain Henry Fayol's 14 principles of management.
2. Explain the systems approach of management with the help of diagram.
3. What are the various steps involved in planning process. Explain the process with flow chart.
4. Explain the principles of organization structure.
5. Explain the process of performance appraisal with the help of a flow chart.
6. Explain the difference between Mc Gregor's Theory X & Theory Y.
7. What are the barriers to effective communication?
8. Write short notes on different types of control systems.

Part C

(2 Q x 20 M= 40 Marks)

1. a. Draw a chart comparing Maslow's and Herzberg's theories of motivation. 10M
b. Write short notes on Alderfer's ERG theory. 5M
c. Explain Vroom's expectancy of motivation. 5M
2. a. In many countries, companies often have grown from within and are family-owned. In these companies, very little authority is decentralized. What do you think would explain this tendency? What effect does it have? 10M
b. If you were a manager, would you decentralize authority? State several reasons for your answer. How would you make sure that you did not decentralize too much? 10M



**PRESIDENCY UNIVERSITY, BENGALURU
SCHOOL OF MANAGEMENT**

Max Marks: 80

Max Time: 120 Mins

Weightage: 20 %

Set B

MID TERM EXAMINATION

I Semester 2016-
2017

Course: BBL A 101: Principles of Management

25 October 2016

Instructions:

- iii. Answer all questions
 - iv. Answer to the point
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Part A

(10 x 2 M= 20 Marks)

1. Define Management?
2. Differentiate between effectiveness and efficiency
3. What are the functions of Management?
4. Define Mission
5. Define Procedure
6. What do you mean by Planning Premise?
7. Define Power
8. What is meant by Centralization?
9. What do you mean by Scalar Chain?
10. What is Line Authority?

Part B

(6 Q x 5 M= 30 Marks)

1. If you were a manager, would you decentralize authority? State 3 reasons for your answer. How would you ensure you do not decentralize too much?
2. Why do most large department store and supermarket chains organize their stores on territorial basis and the internal stores by product? Give examples for your answer.
3. Is managing a science or an art? Is there any difference between managers and leaders?
4. What are the steps in Planning?
5. Define Management by Objectives? What are the benefits and weakness of Management by Objectives?

6. Define Organization? What is the difference between formal and informal organization?

Part C

(2Q x 15 M= 30 Marks)

1. Since the position in an organization must be occupied by people, and since an effective organization depends on people, it is often said that the best organization arises when a manager hires good people and let them do their jobs in their own way. Comment
2. Construct a diagram depicting the formal organization or activity with which you are familiar. How does this organization chart help or hinder the establishment of an environment for performance.



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SCHOOL OF LAW**

Max Marks: 80

Max Time: 120 Mins

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Set A

MID TERM EXAMINATION

I Semester 2016-2017

Course: BBL A 101: Principles of Management

25 October 2016

Instructions:

- i. Answer all questions
 - ii. Answer to the point
-

Part A

(10 Q x 2 M= 20 Marks)

1. Differentiate between Managers and Leaders?
2. Define Leading
3. What is planning?
4. Define Policies
5. Define Strategy
6. Define Organization
7. Define Scalar Principle
8. What do you mean by Decentralization?
9. What do you mean by Span of Management?
10. What is Functional Authority

Part B

(6 Q x 5 M= 30 Marks)

1. What is meant by Delegation of authority? Why do you think poor delegation of authority could be a most common cause of management failure?
2. Why do most small companies use functionally organized departments? Substantiate your answer with examples?
3. What are the managerial functions?
4. 'Planning is looking ahead and control is looking back'. Comment
5. Define Strategy? How can strategies be implemented effectively?
6. What is organizing? What are the structure and process of organizing?

Part C

(6 Q x 5 M= 30 Marks)

1. In many countries, companies often have grown from within and are family owned. In these companies, very little authority is decentralized.
- a) What do you think would explain their tendency? What effect does it have?
 - b) If you were a manager, would you decentralize authority? State reasons for your answer
 - c) Should authority be pushed down in an organization as far as it will go? Why or why not?