



**PRESIDENCY UNIVERSITY,
BENGALURU**

SCHOOL OF LAW

MID TERM EXAMINATION

Odd Semester: 2018-19

Course Code: BBL 101

Course Name: Principles of Management

Branch & Sem: BBA.,LL.B (Hons.) III Sem

Date: 22 October 2018

Time: 2 Hours

Max Marks: 60

Weightage: 30%

Instructions:

- (i) *All parts of the question paper are compulsory*

Part A

Answer **all** the Questions. **Each** question carries **six** marks.

(3x6=18)

1. a) Define management.
b) What are the three levels of management?
2. a) What is decision making?
b) What are the types of decisions?
3. Discuss the planning process.

Part B

Answer **all** the Questions. **Each** question carries **twelve** marks.

(2x12=24)

4. a) Describe the management functions.
b) Discuss the management steps involved for conducting a Legal Aid Workshop in a nearby village.
5. a) Describe the managerial skills required by managers?
b) Is your teacher a manager? How do you relate these skills to your teacher?

Part C

Answer the Question. Each question carries **eighteen** marks.

(1x18 =18)

6. a) Compare the four levels of goals and plans. (6 marks)
b) List and define the four major activities that must occur in order for management by objectives (MBO) to succeed. (6 marks)
c) How do you plan to achieve your goals in the next five years? (6 marks)



Roll No

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**PRESIDENCY UNIVERSITY
BENGALURU**

SCHOOL OF LAW

END TERM FINAL EXAMINATION

Odd Semester: 2018-19

Date: 27 December 2018

Course Code: BBL101

Time: 3 Hours

Course Name: Principles of Management

Max Marks: 80

Programme & Sem: BBA.,LL.B.(Hons.) & III Sem

Weightage: 40%

Instructions:

(i) **Answer all the questions**

Part A

Answer **all** the Questions. **Each** question carries **two** marks.

(10Qx2M=20)

1. What are the essential skills of Managers? How can these skills be used at different levels of organizational hierarchy?
2. Distinguish between Management & Leadership
3. What are the various environment factors that a manager needs to consider in an organization?
4. Why are Job Descriptions and Job specifications often subject for a periodic review?
5. What is Recruitment? Explain different sources of recruitment in details
6. What is the difference between Power and Authority?
7. Define MBO. Explain the process of MBO with its advantages and disadvantages
8. Define Decision Making. What are the three approaches in selecting an alternative?
9. What is the significance of Reliability and Validity in the selection process?
10. What are some of the barriers in organizational communication? How will you overcome such problems?

Part B

Answer **all** the Questions. **Each** question carries **six** marks.

(5Qx6M=30)

11. What are the some of the factors affecting Centralization? Also highlight the merits and demerits of centralization and decentralization.
12. How does Leadership influence Performance Management in the organizational context?
13. How will you determine the demand and supply of human resources for a large organization?
14. What are some of the common appraisal problems faced by appraisers? Suggest also how can you overcome such problems?
15. What are the different factors that affect the recruitment process in organizations?

Part C

Answer **all** the Questions. **Each** question carries **ten** marks.

(3Qx10M=30)

16. Illustrate with examples some of the significant issues in Career development in today's global employment market context.
17. Among different Leadership styles and theories which one really seems to justify the leadership in democratic countries like India? Justify with appropriate reasoning.
18. Create an Organizational chart that depicts the "chain of command" for an organization of your choice. Describe the chain of command and estimate "the span of control."