



I D NO.

**PRESIDENCY UNIVERSITY, BENGALURU
SCHOOL OF LAW**

Weightage: 40 %

Max Marks:100

Max Time: 3 hrs.

15 May Tuesday 2018

ENDTERM MAKE UP EXAMINATION MAY 2018

Even Semester 2017-18

Course: **BBL A 101 Principles of
Management**

I Sem. Law

Instructions:

- (i) *Read the question properly and answer accordingly.*
- (ii) *Question paper consists of 3 parts.*
- (iii) *Attempt all questions.*
- (iv) *Support your answer by a flow chart or diagram where ever required.*

Part A

(10 Q x 2 M= 20 Marks)

1. Define Management.
2. What is unity of command?
3. What are 4Ms of management?
4. Esprit de corp means
5. What is organization structure?
6. Vroom's expectancy formula _____
7. What is leadership?
8. Define motivation
9. What is planning?
10. What is Define MBO?

Part B

(8 Q x 5 M= 40 Marks)

11. Explain Maslow's hierarchy of needs with the help of diagram.
12. Explain the decision making process.
13. Define when and how authority can be centralized and decentralized?

14. Explain the difference between selection and recruitment.
15. Explain the difference between Mc Gregor's Theory X & Theory Y.
16. Explain the barriers in communication process.
17. Explain McClelland's theory of motivation.
18. Explain Henry Fayol's 14 principles of management.

Part C

(2 Q x 20 M= 40 Marks)

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19. a. Explain the process of controlling **10 M**
b. Explain the barriers for controlling. **10 M**
 20. a. Compare and contrast the autocratic style, Democratic style and laissez Faire style of leaderships? Justify what kind of leadership is suitable in today's corporate world? **20 M**