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Exam Roll No.



END TERM EXAMINATION

FIRST SEMESTER [LLB] JANUARY 2024

Paper Code: BBALLB-115

Subject: Principles of Management

Time: 3 Hours

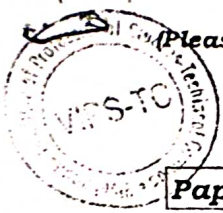
Maximum Marks: 60

Note: Attempt any five questions.

- Q1 Explain various skills and roles of managers in an organization. (12)
- Q2 Differentiate between Systems and Contingency approach of management. Which according to you is best for present day organizations and why? (12)
- Q3 Describe different type of plans with suitable example. Differentiate between these plans emphasizing merits and demerits of each. (12)
- Q4 Explain the context, process and models of decision making with suitable example. (12)
- Q5 Describe the features of Mechanistic and Organic Organizations? What internal and external factors govern the choice of these structures. (12)
- Q6 Explain the recruitment and selection process taking a relevant example. (12)
- Q7 Why conflict arises in the organizations? What are its various types and manifestations? How it can be managed? (12)
- Q8 Explain the interactive and transactive models of communication. What type of communication barriers can occur in both these models? How can these barriers be overcome? (12)



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END TERM EXAMINATION

FIRST SEMESTER [LLB] FEBRUARY 2023

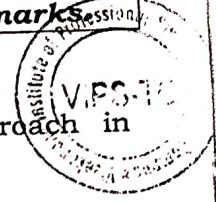
Paper Code: BBALLB-115

Subject: Principles of Management

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions .All questions carry equal marks



- Q1 What is management? Discuss in detail, scientific approach in management. Discuss its disadvantages.
- Q2 What skills do you require to become a good manager? What are the roles and responsibilities of a manager?
- Q3 Explain the planning process. With help of an example discuss strategic, tactical, and operational plan.
- Q4 What is decision making? Discuss in detail the process of decision making. Discuss models of decision making.
- Q5 What is the need for organizational structure? Explain different types of organizational structures.
- Q6 Describe the process of job analysis. What is the link between job analysis and job description? Write a job description for a job profile of your choice.
- Q7 With help of a diagram explain the process of communication process. Discuss barriers to communication in an organization. Cite relevant examples.
- Q8 What are the sources of conflict in an organization? Discuss conflict resolution strategies.





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END TERM EXAMINATION

FIRST SEMESTER [BBA LLB] NOVEMBER-DECEMBER 2019

Paper Code: BBALLB 113/117

Subject: Principles of Management

Time: 3 Hours

Maximum Marks: 75

Note: Attempt five questions. All carry equal Marks.

- Q1 Describe the four principal activities of the management process. How do their required managerial skills differ in the organizational hierarchy?
- Q2 In the systems approach to management, identify the inputs from the external environment; show how they are transformed through the management functions to produce the outputs to the external environment. Why is the communication with the external environment important?
- Q3 What is decision making? Differentiate between rational and bounded rationally model of decision making?
- Q4 Why is the study of the different theories of motivation important to the manager? Critically assess the practical value of Maslow's hierarchy of needs model in improving the motivation of people at work.
- Q5 Discuss the requirements of an effective control system. "Budgetary control still continues to be an effective technique of managerial control." Discuss this statement.
- Q6 a) Some companies have grown from within and are family-owned. Here, very little authority is decentralized. What do you think would explain this tendency? What effect does it have?
- b) If you were asked to advise a young college graduate who has accepted a staff position as assistant to a factory manger, what suggestions would you make?
- Q7 Write short notes on any two:
- Free- Rein leadership style
 - Management By Objectives
 - Formal and informal organization

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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOV.-DEC. 2018

Paper Code: BBALLB-113

Subject: Principles of Management

Time : 3 Hours

Maximum Marks :75

Note: Attempt five questions including Q.no.1 which is compulsory.

- Q1 Answer any five of the following questions: (5x5=25)
- (a) Management aims at both enhancing the efficiency of resource utilization and improve organizations performance. Discuss
 - (b) At the apex level of an Organization, the role of managers is essentially strategic in nature. Elucidate.
 - (c) In a rapidly changing business environment, planning process has become increasingly complex and challenging. Enunciate
 - (d) Political intent is at the root of 'Impression management'. Critically examine the statement.
 - (e) Bereft of leadership, managers are not likely to be effective. Comment
 - (f) Gender differences and cultural differences are often regarded as barriers to communication. Examine and reflect on the statement in the light of your personal lived experiences, if any.
 - (g) Conflict is regarded by many as useful and therefore needed to certain extent in organizations. Do you agree with this view? Give reasons.
 - (h) Controlling is an essential process of effective management. Discuss.
- Q2 Classical theorists paid too much attention to the structural aspects of organization whereas Behavioural theorists laid great emphasis on feelings and attitudes of workers. Critically examine this statement in the light of theoretical contributions of classical and behavioural schools of thought. (12.5)
- Q3 As a student pursuing a course on Principles of Management and based on your observation of individuals holding the offices viz; Principal/Director/Dean, enlist the roles, responsibilities and related activities performed by such individuals in discharge of their respective roles and responsibilities using the framework given by Mintzberg. (12.5)
- Q4 There has been growing perception that the government organizations, owing to the structural rigidities akin to mechanistic structures, are less efficient than the private organizations, which have relatively more flexible structures akin to organic structures. In the light of above, select any two organizations from each category and analyze their organization structures to verify the rationale behind such perception. In case you find justification, discuss as to how the government organizations can be made effective by making certain changes to their current structures. (12.5)
- Q5 Critically examine the appropriateness and efficacy of affirmative action/positive discrimination in favour of persons with disabilities, Minorities/SC/ST/OBCs and Women as a means of managing diversity in Private Sector in India. What alternatives do you suggest to ensure diversity in Private Sector Organizations in India? (12.5)
- Q6 'Maslow's Need Hierarchy', though lacking in adequate empirical support, is logically appealing and forms the basis for most of the later theories of motivation. Evaluate the statement referring to each of the motivational theories in the genre of content theories. (12.5)
- Q7 Are leaders born or made? Enunciate your views on the basis of any leader you are personally impressed with highlighting their traits and qualities. Is it possible for you to imbibe her/his known qualities and become as effective as she/he is/was? (12.5)
- Q8 Write short note on the following: (4.5+4+4=12.5)
- (a) Strategic Communication
 - (b) Quality Circles
 - (c) Informal Organization

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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOVEMBER-DECEMBER 2017

Paper Code: BBALLB 113

Subject: Principle of Management
(Batch: 2014 Onwards)

Time : 3 Hours

Maximum Marks : 75

Note: Attempt any five questions.

- Q1. What is the concept and nature of management? Differentiate between management and administration. (15)
- Q2. "No approach of management is the best approach to manage organizations today". Elucidate it. (15)
- Q3. Explain the various types of planning with their usage in the organization. How planning is different from controlling? (15)
- Q4. Explain the different types of organizational structures with the examples of organizations having those structures. (15)
- Q5. Explain the theory X & Y and theory Z of motivation. How is theory Z different from theory X & Y? (15)
- Q6. Explain the various barriers to communication and how these barriers can be removed. What are the salient features of effective communication? (15)
- Q7. How Hofstede's theory of cultural diversity can be used to manage diversity in organizations? (15)
- Q8. a) What is an organizational conflict? How it can be managed? (7.5)
b) How does quality circle help in resolving problem and improving production in an organization? How is it formed? (7.5)



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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOV.-DEC. 2018

Paper Code: **BBALLB-T13**

Subject: **Principles of Management**

Time : **3 Hours**

Maximum Marks : **75**

Note: **Attempt five questions including Q.no.1 which is compulsory.**

- Q1 Answer any five of the following questions: (5x5=25)
- (a) Management aims at both enhancing the efficiency of resource utilization and improve organizations performance. Discuss
 - (b) At the apex level of an Organization, the role of managers is essentially strategic in nature. Elucidate.
 - (c) In a rapidly changing business environment, planning process has become increasingly complex and challenging. Enunciate
 - (d) Political intent is at the root of 'Impression management'. Critically examine the statement.
 - (e) Bereft of leadership, managers are not likely to be effective. Comment
 - (f) Gender differences and cultural differences are often regarded as barriers to communication. Examine and reflect on the statement in the light of your personal lived experiences, if any.
 - (g) Conflict is regarded by many as useful and therefore needed to certain extent in organizations. Do you agree with this view? Give reasons.
 - (h) Controlling is an essential process of effective management. Discuss.
- Q2 Classical theorists paid too much attention to the structural aspects of organization whereas Behavioural theorists laid great emphasis on feelings and attitudes of workers. Critically examine this statement in the light of theoretical contributions of classical and behavioural schools of thought. (12.5)
- Q3 As a student pursuing a course on Principles of Management and based on your observation of individuals holding the offices viz; Principal/Director/Dean, enlist the roles, responsibilities and related activities performed by such individuals in discharge of their respective roles and responsibilities using the framework given by Mintzberg. (12.5)
- Q4 There has been growing perception that the government organizations, owing to the structural rigidities akin to mechanistic structures, are less efficient than the private organizations, which have relatively more flexible structures akin to organic structures. In the light of above, select any two organizations from each category and analyze their organization structures to verify the rationale behind such perception. In case you find justification, discuss as to how the government organizations can be made effective by making certain changes to their current structures. (12.5)
- Q5 Critically examine the appropriateness and efficacy of affirmative action/positive discrimination in favour of persons with disabilities, Minorities/SC/ST/OBCs and Women as a means of managing diversity in Private Sector in India. What alternatives do you suggest to ensure diversity in Private Sector Organizations in India? (12.5)
- Q6 'Maslow's Need Hierarchy', though lacking in adequate empirical support, is logically appealing and forms the basis for most of the later theories of motivation. Evaluate the statement referring to each of the motivational theories in the genre of content theories. (12.5)
- Q7 Are leaders born or made? Enunciate your views on the basis of any leader you are personally impressed with highlighting their traits and qualities. Is it possible for you to imbibe her/his known qualities and become as effective as she/he is/was? (12.5)
- Q8 Write short note on the following: (4.5+4+4=12.5)
- (a) Strategic Communication
 - (b) Quality Circles
 - (c) Informal Organization

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END TERM EXAMINATION

FIRST SEMESTER [LLB] NOVEMBER-DECEMBER 2017

Paper Code: BBALLB 113

Subject: Principle of Management
(Batch: 2014 Onwards)

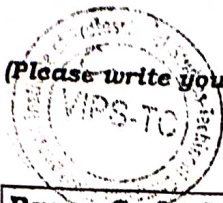
Time : 3 Hours

Maximum Marks : 75

Note: Attempt any five questions.

- Q1. What is the concept and nature of management? Differentiate between management and administration. (15)
- Q2. "No approach of management is the best approach to manage organizations today". Elucidate it. (15)
- Q3. Explain the various types of planning with their usage in the organization. How planning is different from controlling? (15)
- Q4. Explain the different types of organizational structures with the examples of organizations having those structures. (15)
- Q5. Explain the theory X & Y and theory Z of motivation. How is theory Z different from theory X & Y? (15)
- Q6. Explain the various barriers to communication and how these barriers can be removed. What are the salient features of effective communication? (15)
- Q7. How Hofstede's theory of cultural diversity can be used to manage diversity in organizations? (15)
- Q8. a) What is an organizational conflict? How it can be managed? (7.5)
b) How does quality circle help in resolving problem and improving production in an organization? How is it formed? (7.5)

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END TERM EXAMINATION

FIRST SEMESTER [LLB] DEC.2014 - JAN.2015

Paper Code: BBALLB113

Subject: Principle of Management
(Batch 2014)

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions.

- Q1 Differentiate between the following:-
 - (a) Management and Administration
 - (b) Mechanistic and Organic organizations
 - (c) Manager and Leader



(5x3=15)



- Q2 Explain the steps involved in the Planning process. Discuss different types of Plans and their features. (15)

- Q3 What do you mean by Motivation? Discuss the implications of atleast two motivational theories for managerial decision makers. (15)

- Q4 Explain the elements used in designing Organization structure. (15)

- Q5 What do you mean by 'Conflict'? Present a hypothetical conflict situation and suggest how you would resolve it using your theoretical understanding? (15)

- Q6 Diversity enhances Organisational Performance and therefore it has to be managed. Elucidate. (15)

- Q7 Discuss Tannenbaum and Schmidt Models of Leadership? (15)

- Q8 Write short notes on the following:- (15)
 - (a) Quality Circles
 - (b) Span of Control
 - (c) Neo-classical approaches to Management



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END TERM EXAMINATION 37

FIRST SEMESTER [LLB] DECEMBER 2013 - JANUARY 2014

Paper Code: LLB-117

Subject: Principle of Management
(2008-2013)

Time: 3 Hours

Maximum Marks: 75

Note: Attempt any five questions in all.

Q.1 Explain the term Management. Discuss the relevance of studying this discipline in today's environment.

Q.2 (a) Explain the various roles & skills of a manager.
(b) Discuss the Taylor's scientific school of thought.

Q.3 "Planning and controlling go hand in hand" Explain.

OR

Q.4 Explain the types of planning and process of planning.

Q.4 (a) Discuss the process of decision making in detail.

(b) What is "Bounded Rationality" with reference to decision making?

Q.5 Briefly Explain:

- (a) Formal and Informal organization
- (b) Centralization / Decentralization
- (c) Tall & wide span of control.

Q.6 Discuss the

- (a) Maslow's need hierarchy theory of Motivation.
- (b) Herzberg's two factor theory of Motivation.

Q.7 (a) Discuss the traits & behavioral theories of leadership.

(b) Explain tanner baum & Schmidt model of leadership.

Q.8 Write note on any three:

- (a) MBO
- (b) Managerial Grid.
- (c) Management Vs Administration
- (d) Types of control.

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SUPPLEMENTARY EXAMINATION

FIRST SEMESTER [BBALLB] SEPTEMBER-OCTOBER 2013

Paper Code: BBALLB117

Subject: Principles of Management

Time : 3 Hours

Maximum Marks :75

Note: Attempt any five questions including Q.no.1 which is compulsory.

1. Write short notes on any three

- Managerial Functions
- Business Forecasting
- Managerial Grid
- Control Process

(5X3=15 marks)

2. Critically examine the contingency approach to the study of management. How is it different from Classical and Neo classical theories? (15 marks)

3. Explain Management by Objectives as a planning process with suitable example. (15 marks)

4. Briefly explain the traditional and modern control techniques. (15 marks)

5. How can McGregor's theory be applied to motivate employees in present day organizations? (15 marks)

6. Define Organizing. What are the characteristics and limitations of a formal group? (15 marks)

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END TERM EXAMINATION

FIRST SEMESTER [LLB] JANUARY 2024

Paper Code: BBALLB-117

Subject: Managerial Economics

Time: 3 Hours

Maximum Marks: 60

Note: Attempt all questions from Part A & B as directed. Internal choice is indicated.

PART-A

Q1 Write short note on:-

(4x5=20)

- Concept of Margin and Increment
- Demand Forecasting : Need, Objectives and Methods
- Factors of Production
- Economies and Diseconomies of Scale

PART-B

UNIT-I

Q2 "Critically assess the view that an understanding of the principles of scientific decision making is fundamental to the success of a modern business firm." Explain the statement bringing out the significance of Managerial Economics. (10)

OR

Q3 Do all the business firms necessarily aim to maximise profits? Give reasons in support of your answer. (10)

UNIT-II

Q4 Show that the condition of tangency between the Indifference curve and the budget line is a must for the equilibrium of the utility maximising consumer. (10)

OR

Q5 (a) Show that the price elasticity of demand varies from point to point on the same demand curve, from a lowest zero to a highest of infinity. (6)
(b) A lawyer increases his consultation fee from rupees 100 to rupees 150. This leads to fewer clients per day but higher daily income for the lawyer which rises from rupees 1000 to rupees 1200. What can you say about the price elasticity of demand from these observations? (4)

UNIT-III

Q6 Distinguish between returns to scale and returns to variable proportions. (10)

OR

Q7 What are the isoquants? Explain their essential features. (10)

UNIT-IV

Q8 Explain the practice of price discrimination in its various manifestations. Examine the conditions necessary for its success and comment on its objectives and effects. (10)

OR

Q9 (a) Will the firms in an Oligopoly act more like a monopoly or more like competitors? Explain. (5)
(b) What stops oligopolists from acting together as a monopolist and earning highest possible level of profits? (5)



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