

(i) Printed Pages: 2

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(ii) Questions : 9

Sub. Code :

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Exam. Code :

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Bachelor of Business Administration 1<sup>st</sup> Semester  
(2123)

MANAGEMENT CONCEPTS AND PRACTICES

Paper—BBAS-104

Time Allowed : Three Hours]

[Maximum Marks : 80

- Note :— (1) Attempt any **four** questions from Section – A. Each question carries 5 marks.
- (2) Attempt any **two** questions from Section – B. Each question carries 15 marks.
- (3) Attempt any **two** questions from Section – C. Each question carries 15 marks.

### SECTION—A

1. Attempt any **four** out of the following :

- Management as a Science. Explain.
- Explain non-financial incentives of motivation.
- Explain different styles of Leadership.
- Explain Management of Strategic Change.
- Scaler Chain principle.
- What is charismatic leadership ?



## **SECTION—B**

2. Management is art of getting things done through others. Explain
3. Explain different types of plans. How planning can be made effective ?
4. Explain Systems and Contingency approach of management thought.
5. What is delegation of authority ? Explain the factors affecting degree of delegation of authority. How delegation can be made effective ?

## **SECTION—C**

6. What is motivation ? Critically analyze Maslow's need hierarchy of motivation.
7. Explain in detail regarding situational theories of leadership.
8. Coordination is an essence of Management. Explain.
9. What is controlling ? Explain different tools and techniques of controlling.