

[4]

- Q7. Define the term Motivation. Critically evaluate Maslow's need hierarchy theory of Motivation.
- Q8. Elaborate various types of communication with suitable example.
- Q9. Discuss the term controlling. Briefly discuss various steps of process of controlling.

BBA-106 (N)

Roll No.....

Total No. of Questions : 9] [Total No. of Printed Page : 4]

BBA-106(N)

Bachelor of Business Administration

(First Semester)

EXAMINATION, MARCH- 2021

(New Course)

Paper Sixth

FUNDAMENTALS OF MANAGEMENT

Time : Three Hours] [Maximum Marks : 70

Note : Attempt questions from all Sections as directed.

Inst. : The candidates are required to answer only in serial order. If there are many parts of a question, answer them in continuation.

Section-A

(Short Answer Type Questions)

Note : All questions are compulsory with maximum 100 words. Each questions carries 3 marks.

P.T.O.

[2]

Q1. (a) Management is science as well as art.

(b) Planning Vs. controlling.

(c) Functional foremanship.

(d) Break-even analysis.

(e) Authority Vs. Power.

(f) Verbal and non verbal communication.

(g) Unity of command.

(h) Define the term body language.

(i) Discuss positive and negative motivation.

(j) Supervision.

Section-B

(Long Answer type Questions)

Note : Attempt any 2 questions. Each question carries 10 marks.

BBA-106 (N)

[3]

Q2. Define the term management. Briefly discuss scientific management theory given by F.W. Taylor.

Q3. Define the term planning. Also discuss various steps of process of planning.

Q4. Explain the term decision making. Elaborate various techniques of decision making.

Q5. Differentiate between centralization and decentralization. Also discuss its merits and demerits.

Section-C

(Long Answer type questions)

Note : Attempt any 2 questions. Each question carries 10 Marks.

Q6. Define the term leadership. Briefly discuss various types of leadership styles.

BBA-106 (N)

P.T.O.