



AJEENKYA

D Y PATIL UNIVERSITY

End Term Examinations (December 2018)

School: School of Management

Program: BBA - EI & SM

Course: Principles of Management

Course Code: MGT101

Semester: First

Max Marks: 100

Duration: 3 hours

Group -A
(10*2=20 Marks)
Answer all questions

1. Define scientific management.
2. What is delegation of authority?
3. Is management an art?
4. What do you understand by span of control?
5. Names the various techniques of decision making.
6. Planning is an intellectual process. Explain
7. Define management by objective and write down its advantages.
8. List out the various control techniques and explain any one of them.
9. How autocratic leadership style differs from Democratic leadership style?
10. Define positive motivation and negative motivation?

Group - B
(5*16=80 Marks)

Answer any Five questions

1. Explain the trait theory of leadership in detail.
2. Planning without control is meaningless and control without planning is a waste.
“Comment”
3. Discuss the process of motivation and explain Maslow’s need hierarchy theory of motivation.
4. Discuss the role of various organization structures in improving the efficiency in an enterprise.
5. Explain decision making process and discuss various types of decisions.
6. Why planning is essential in a business? How can it be made effective?
7. Discuss the contribution of Henry Fayol to management thought.