

**COURSE CODE - 1041219**

**UG DEGREE EXAMINATION - SEP 2014**

**BBA**

**MAJOR I MANAGEMENT PRACTICE**

**(For Candidate Admitted From Calendar Year 2007 to Calendar Year 2011)**

**Time: 3 hours**

**Max. Marks: 75**

**PART - A**

**Answer All the Questions**

**10 X 2 = 20**

**Answer should not exceed ½ pages.**

1. What is meant by management?
2. What is span of management?
3. Define planning.
4. Explain the term decision making.
5. What is meant by forecasting?
6. Define the term departmentation.
7. What is delegation?
8. Write a short note on motivation.
9. What is leadership?
10. What do you mean by controlling?

**PART - B**

**Answer All the Questions:**

**5 X 5 = 25**

**Answer should not exceed 1 ½ pages.**

11. a. Explain the functions of manager.

**(Or)**

- b. Explain the principle of scientific management.

12. a. State the nature of planning.

**(Or)**

- b. Discuss the features of forecasting.

13. a. Distinguish between authority and power.

**(Or)**

- b. What are the advantages of delegation of authority?

14. a. What is centralization? How it's differ from decentralization?

**(Or)**

- b. Explain the importance of motivation.

15. a. Why need leadership? -Explain.

**(Or)**

- b. What are the processes of control? -Explain.

**PART - C**

**Answer any Two Questions:**

**2 X 15 = 30**

**Answer should not exceed 5 pages.**

16. State the various functions of management.
17. Discuss the steps involved in the process of planning.
18. What are the advantages and disadvantages of forecasting?
19. Explain Maslow's motivation theory.
20. What techniques are used in budgetary control?