

Total No. of Questions : 6]

SEAT No. :

P2148

[Total No. of Pages : 3

**[5804]-101**  
**First Year BBA**  
**INTERNATIONAL BUSINESS**  
**Principles of Management (101)**  
**(2019 Pattern) (CBCS) (Semester - I)**

*Time : 2½ Hours]*

*[Max. Marks : 70*

*Instructions to the candidates:*

- 1) *Q. No. 1 and Q. No. 6 are compulsory.*
- 2) *Solve any 3(three) questions from the remaining question numbers 2, 3, 4 and 5.*
- 3) *Figures to right side indicate full marks.*

**Q1) A) Fill in the blanks (Attempt any 5) :** **[5]**

- i) \_\_\_\_\_ is concerned with future events.
  - a) Directing
  - b) Decision-making
  - c) Forecasting
  - d) Organising
- ii) \_\_\_\_\_ is an inevitable factor for achieving economic growth.
  - a) TQM
  - b) Change
  - c) Stress
  - d) Disaster
- iii) \_\_\_\_\_ is closely inter-wined with behaviour.
  - a) Motivating
  - b) Staffing
  - c) Controlling
  - d) Directing
- iv) In a formal organisation, “Power” is associated with \_\_\_\_\_.
  - a) control
  - b) an individual
  - c) relationship
  - d) position
- v) Outsourcing is \_\_\_\_\_.
  - a) Importing
  - b) A firm having someone else do part of what it previously did itself
  - c) Exporting
  - d) Building a factory in another country to produce for that country’s market.

**P.T.O.**

vi) \_\_\_\_\_ is the deliberate effort to attain the expected outcome through a determined future course of action.

- a) Organising
- b) Directing
- c) Planning
- d) Staffing

B) Match the following : [5]

Group A

- i) Organisation
- ii) Managerial Role
- iii) Amul
- iv) Autocratic Leadership
- v) TQM

Group B

- a) Dr. Verghese Kurien
- b) Theory X
- c) Bench Marking
- d) Division of work
- e) Interpersonal, Informational and Decisional

Q2) Describe Management as an Art, Science and Profession. [15]

Q3) Explain peter Drucker's contribution to managerial Thoughts. [15]

OR

Explain the principles of scientific management.

Q4) What do you mean by motivation? Critically examine the Maslow's Hierarchy of needs theory of motivation. [15]

OR

What is forecasting? Describe various techniques of forecasting.

Q5) What is stress management? Explain causes and effects of stress management. [15]

OR

What is management of change? Explain causes of change in the organisation and describe principles of change management.

**Q6)** Write short notes (any 3) :

**[15]**

- a) Features of controlling.
- b) Contribution of IRD Tata.
- c) Role of manager.
- d) Crisis management.
- e) Principles of Direction.

