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NOIDA INSTITUTE OF ENGINEERING AND TECHNOLOGY, GREATER NOIDA
(An Autonomous Institute Affiliated to AKTU, Lucknow)

BBA

SEM: I - THEORY EXAMINATION (2025 - 2026)

Subject: Principles of Management

Time: 2.5 Hours

Max. Marks: 60

General Instructions:

IMP: Verify that you have received the question paper with the correct course, code, branch etc.

1. This Question paper comprises of three Sections -A, B, & C. It consists of Multiple Choice Questions (MCQ's) & Subjective type questions.

2. Maximum marks for each question are indicated on right -hand side of each question.

3. Illustrate your answers with neat sketches wherever necessary.

4. Assume suitable data if necessary.

5. Preferably, write the answers in sequential order.

6. No sheet should be left blank. Any written material after a blank sheet will not be evaluated/checked.

SECTION-A

15

1. Attempt all parts:-

1-a. Management is..... (CO1,K1)

1

- (a) Art
- (b) Science
- (c) Art and Science both
- (d) None of the above

1-b. _____ is not a feature of planning. (CO2,K1)

1

- (a) Planning is time-consuming
- (b) Planning is pervasive
- (c) Planning is futuristic
- (d) Planning is done to achieve objectives

1-c. is the type of authority that reflects superior-subordinate relationships. (CO3,K1)

1

- (a) Staff Authority
- (b) Line authority
- (c) Both (a) and (b)
- (d) None of the above

1-d. Theory of Motivation which suggests that human needs can be categorised is_____. (CO4, K1)

1

- (a) Herzberg's Motivation Theory
- (b) Mc Gregor's Theory X and Y
- (c) Maslow's Theory of Motivation
- (d) None of the above

1-e.	JIT stands for _____ . (CO5,K1)	1
(a)	Just in Time	
(b)	Just in talent	
(c)	Both (a) and (b)	
(d)	None of the above	
2.	Attempt all parts:-	
2.a.	Define Profession.(CO1,K1)	2
2.b.	Define the concept of Management by Objectives. (CO2,K1)	2
2.c.	Write any two benefits of sound organisational structure. (CO3,K1)	2
2.d.	Define Staffing. (CO4,K1)	2
2.e.	State any two principles of controlling. (CO5,K1)	2
<u>SECTION-B</u>		15
3.	Answer any <u>three</u> of the following:-	
3-a.	Discuss the various functions of Management in detail. (CO1, K2)	5
3-b.	'Planning is the primary requisite of any organization'. Do you agree? Support your answer with examples. (CO2,K2)	5
3.c.	Differentiate between centralization & decentralization. (CO3, K4)	5
3.d.	Explain Maslow's Need Hierarchy theory of Motivation. (CO4,K2)	5
3.e.	Explain the steps in the process of controlling. (CO5,K2)	5
<u>SECTION-C</u>		30
4.	Answer any <u>one</u> of the following:-	
4-a.	Discuss the Informational and Decisional roles of Managers in detail. (CO1,K2)	6
4-b.	"Social responsibilities of Management is not only a fashionable term". Comment on the statement and Justify your answer. (CO1,K4)	6
5.	Answer any <u>one</u> of the following:-	
5-a.	Explain the merits and demerits of Management by Objective (MBO). (CO2,K2)	6
5-b.	Differentiate between Strategic and Operational Planning with examples.(CO2,K4)	6
6.	Answer any <u>one</u> of the following:-	
6-a.	“Authority can be delegated but accountability cannot”. Explain the statement. (CO3,K2)	6
6-b.	Discuss the various environmental factors that a manager should consider in an organisation. (CO3,K2)	6
7.	Answer any <u>one</u> of the following:-	
7-a.	“Herzberg’s Two Factor Theory is not universally applicable”. Explain this statement by critically evaluating Herzberg’s two factor theory of motivation.(CO4, K5)	6
7-b.	Differentiate between a Leader and Manager. (CO4,K4)	6
8.	Answer any <u>one</u> of the following:-	
8-a.	Explain the steps involved in the quality control process. (CO5, K2)	6
8-b.	Discuss in detail about the techniques involved in the selection process which is	6

widely followed in selecting IT professionals. (CO5,K2)

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