

2016 NOV.

PRINCIPLES AND PRACTICES OF MANAGEMENT

Time Allowed: Three Hours

Maximum Marks : 80

Note:- Attempt any *four* questions from Section A and *two* questions from Unit-I and *two* questions from Unit-II. All questions carry equal marks.

SECTION-A

- [1](a) What do you mean by universality of management principles?
(b) Discuss the steps involved in the process of management by objectives.

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- (c) Distinguish between Formal and Informal Organization.
- (d) Principles of Direction.
- (e) What is a grapevine ?
- (f) Define Management.

UNIT-I

- [2] Bring out Henry Fayol's contribution to the Science of Management.
- [3] "Planning is the thinking process and managers being men of action should have no use of it." Comment.
- [4] What do you mean by decision-making ? Explain various steps involved in it. Also discuss various techniques of decision-making.
- [5] What is Delegation of Authority ? Explain various difficulties faced in the process of delegation. How it be made effective ?

UNIT-II

- [6] Define Motivation. Explain in detail the two factor theory of motivation advocated by Herzberg.
 - [7] "Leadership is situational." In the light of this statement discuss in brief various theories of leadership.
 - [8] Define Control. What are the pre-requisition of a control system? Also explain various steps required in controlling process.
 - [9] Distinguish between Cooperation and Co-ordination ? Briefly explain the techniques of effective co-ordination.
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