

**First Year BBA Examination**

*April - 2015*

**Fundamentals of Management**

**Time: 3 hours**

**Total marks: 100**

Q-1 Define Management. Discuss various skills required to be an effective manager. (20)

OR

Q-1 'Management is emerging as a profession' – discuss. (20)

Q-2 Define decision making. Elaborate different quantitative techniques of decision making. (20)

OR

Q-2 Elaborate various approaches of decision making. Discuss in brief decisions under risk and uncertainty. (20)

Q-3 What is planning? Discuss various steps of planning process. (20)

OR

Q-3 Define term 'Organizing'. write a note on types of Organization. (20)

Q-4 Explain Need Hierarchy and 'X and Y theory' of motivation. (20)

OR

Q-4 How recruitment and selection are important to select right man for right job. (20)

Q-5 Explain term 'Leadership'. Discuss various theories of leadership. (20)

OR

Q-5 Explain term 'Controlling'. Discuss various controlling techniques. (20)