

**TILAK MAHARASHTRA VIDYAPEETH, PUNE**  
**BACHELOR OF BUSINESS ADMINISTRATION (B.B.A.)**

**EXAMINATION: MAY- 2024**

**SEMESTER - I**

**Sub.: Principles of Management (BBA15-111)**

**CB**  
Batch 2018-21

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**Date : 25/05/2024**

**Total Marks : 60**

**Time: 10.00am to 12.30pm**

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- Instructions:** 1) All questions are compulsory.  
2) Figures to the right indicate full marks.

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**Q. 1. Choose the most appropriate option. (05)**

1. Management deals with \_\_\_\_\_.  
a)Internal environment  
b)External Environment  
c) Both a & b  
d) None of the above
2. Management function includes  
a)Planning & organizing  
b)Directing  
c) Controlling  
d) All of the above.
3. . \_\_\_\_\_ is known as “father of Scientific research”  
a)Henry Fayol  
b)Frederick W. Taylor  
c) Robert Owen  
d) Terry G
4. Management skills applies to managers at \_\_\_\_\_.  
a)Middle Level  
b)Top Level  
c) Executive Level  
d) All levels in an organization
5. \_\_\_\_\_ is about deciding in advance what should be done.  
a)Planning  
b)Controlling  
c) Directing  
d) Organizing

**Q. 2. State True / False (05)**

1. A problem with the classical viewpoint is that it does not consider overall company and global problems and goals.  
a) True  
b) False
2. The human relations movement proposed that better rules and procedures could increase worker productivity.  
a) True  
b) False
3. When Joseph, a restaurant manager, plans, he sets goals and then decides how to achieve them, This is the definition of planning.  
a) True  
b) False
4. A company's mission and visions the foundation of an organization's planning and strategic management.  
a) True  
b) False
5. Every five years, the upper-level managers of ABC technology meet to develop a new large-scale action plan that will set the direction for the company for the next five years. In that meeting the managers are developing a strategy.  
a) True  
b) False

**Q. 3. Write Short notes on (Any Three) (15)**

1. Explain in detail the Functions of management. Along with a diagram.
2. Discuss Managerial Skills.
3. Elaborate the Need & Importance of Planning.
4. Explain Talyor's scheme of Functional Foremanship
5. What are the types of Decision making?

**Q. 4. Answer in detail (Any Two) (20)**

1. Explain levels of management along with their functions in detail. Along with a diagram.
2. Explain the Steps of Planning Process? Along with a suitable diagram.
3. Discuss Henry Fayols's 14 Principles of management.

**Q. 5. Case study (15)**

1. ABC Ltd. was engaged in the business of manufacturing auto components. Lately, Its business was expanding due to increased demand for cars. The competition was also increasing. In order to keep Its market share intact, the company directed its workforce to work overtime. But this resulted in many Problems. Due to increased pressure of work the efficiency of workers declined. Sometimes, the subordinates had to work for more than one superior. The workers were becoming indiscipline. The spirit of teamwork, which had characterized the company previously, had begun to wane.

**Questions:**

1. Identify any three principles of management given by Henry Fayol; which were violated quoting the lines from the above case.
2. Suggest a best solution to ABC Ltd. so that market share will increase and the morale of the workforce will also increase.
3. Suggest any 3 requisites for a good team work.