BL-103

B.B.A.LL.B. (Integrated) (5 Year) Ist Semester Examination, 2026

MOST IMPORTANT QUESTIONS 2026 – UNSOLVED MODEL PAPER

PRINCIPLES AND PRACTICE OF MANAGEMENT

Paper : III

Time : 3 Hours **[M.M. : 75**

Note : Answer any **five** questions. All questions carry equal marks.

1. Define management. Discuss its nature and scope. Is management a science, an art or a profession? **[15]**

2. Trace the evolution of management thought. Explain the contributions of F.W. Taylor (scientific management) and Elton Mayo (Hawthorne studies). **[15]**

3. Explain Henri Fayol's fourteen principles of management. How far are they relevant today? **[15]**

4. What is planning? Explain the process of planning and the different types of plans. Discuss Management by Objectives (MBO). **[15]**

5. Explain the process of decision-making. Discuss the various decision-making styles and the common errors in decision-making. **[15]**

6. What is delegation of authority? Explain its elements, principles and barriers. Distinguish between delegation and decentralisation. **[15]**

7. Explain the meaning and process of staffing. Discuss the sources of recruitment and the steps in the selection process. **[15]**

8. What is motivation? Critically explain Maslow's need hierarchy theory and Herzberg's two-factor theory. **[15]**

9. Define controlling. Explain the steps in the control process and the important techniques of control. 'Planning and controlling are inseparable.' Discuss. **[15]**

10. Write short notes on any two: (a) Leadership styles (b) Coordination – the essence of management (c) Managerial roles by Mintzberg (d) McGregor's Theory X and Theory Y **[7½×2=15]**

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