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Total No. of Pages : 02

Total No. of Questions : 09

**BTTM (Sem.-3)**  
**PRINCIPLES OF MANAGEMENT**  
Subject Code : BTTM-302-18  
M.Code : 76795  
Date of examination : 12-12-22

Time : 3 Hrs.

Max. Marks : 60

**INSTRUCTIONS TO CANDIDATES :**

1. SECTION-A is COMPULSORY consisting of TEN questions carrying TWO marks each.
2. SECTION-B contains FIVE questions carrying FIVE marks each and students have to attempt any FOUR questions.
3. SECTION-C contains THREE questions carrying TEN marks each and students have to attempt any TWO questions.

**SECTION-A**

**1. Write briefly :**

- a. Scalar chain
- b. MBO
- c. Procedures vs Policy
- d. Controlling
- e. Democratic leader
- f. Types of plans
- g. Performance appraisal
- h. Centralisation
- i. Recruitment
- j. Self-actualisation needs.

### **SECTION-B**

2. Discuss the nature and scope of management.
3. Illustrate Fayol's contributions to the field of management.
4. Discuss the process of decision making.
5. Discuss the Herzberg's two factor theory of motivation.
6. Discuss the qualities of leaders.

### **SECTION-C**

7. Explain the nature & scope of management. What are the principles of management?
8. What is the nature and scope of staffing function of management?
9. What is the importance of communication? Discuss the types of communication .

**NOTE : Disclosure of Identity by writing Mobile No. or Making of passing request on any page of Answer Sheet will lead to UMC against the Student.**