

Roll No.

BCA-103(N)

B. C. A. (First Semester) EXAMINATION, Dec., 2012

(New Course)

Paper Third

PRINCIPLES OF MANAGEMENT

Time : Three Hours]

[Maximum Marks : 75

Note : Attempt *two* questions from Section A, *seven* questions from Section B and Question No. 15 of Section C is compulsory.

Section – A

10 each

(Numerical/Analytical/Problematic Questions)

1. What do you mean by motivation ? Elaborately explain the Maslow's Hierarchy of Needs theory.
2. Define Planning. Elaborately explain the planning process in modern organisation.
3. What is Change ? Explain the internal and external forces for change.

Section – B

6 each

(Short Answer Type Questions)

Note : Briefly explain (not more than 75-100 words) the followings.

4. Skills of management.

5. Importance of management.
6. Fayol's fourteen universal principles of management.
7. Determinants of Ethics.
8. Deterministic techniques of forecasting.
9. Verbal and Non-verbal Communication.
10. Types of organizations.
11. Trait theory of Leadership.
12. Types of co-ordination in an organisation.
13. The role of the strategist.
14. Relevance of strategic management in 21st century.

Section – C

13

(Long Answer Type Questions)

15. (a) Differentiate between efficiency and effectiveness. What is more important for performance ? Can an organisation succeed in both simultaneously ?
- (b) Did your decision to enroll in your university management institute involve certainty, risk or uncertainty ? Explain your answer.