

Roll No. ....

**56001**

**MBA 2Yr. 1st Semester (New  
Scheme) Batch 2011-12  
Examination–December, 2014**

**MGT. CONCEPTS AND APPLICATION**

**Paper : MBA-101**

**Time : 3 hours**

**Max. Marks : 80**

Before answering the questions, candidates should ensure that they have been supplied the correct and complete question paper. No complaint in this regard will be entertained after the examination.

**Note :** Section 'A' contains eight short answer type questions of two marks each and is **compulsory**. Section 'B'. Attempt **four** questions selecting **one** question from each unit. All questions carry equal marks.

**SECTION – A**

**1. Conceptualize the following :**

(a) Managerial Skills

56001-3100-(P-3)(Q-9)(14) (1)

[ Turn Over

- (b) Scientific Management
- (c) Strategic Planning
- (d) Span of Management
- (e) Learning Organisation
- (f) Democratic Leadership Style
- (g) Business Ethics
- (h) Budgetary Control

## **SECTION - B**

### **UNIT - I**

2. Define Management. Discuss the nature and characteristics of management in detail.
3. Write a descriptive note on administrative management and principles of management propounded by Henry Fayol.

## **UNIT - II**

- 4. Define Decision Making. Discuss the process and characteristics of decision making process.**
- 5. What is organising ? Discuss the guiding principles for effective organising.**

## **UNIT - III**

- 6. Define Motivation. Critically examine Abraham Maslow's Need Hierarchy Theory of Motivation.**
- 7. Explain the concept of leadership. Discuss the trait theory of leadership and compare it with behavioural theory of leadership.**

## **UNIT - IV**

- 8. Define controlling. Discuss the nature of controlling. What is its important in organisations ?**
- 9. Discuss Corporate Social responsibility. Should Business organisations take Social Responsibility ? Why ?**

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**SECTION – A**

1. Conceptualize the following :

(a) Managerial Skills