

No. of Printed Pages : 03

Roll No.

AA-351

M.B.A. EXAMINATION, Dec. 2017

(First Semester)

(Re-appear Only)

MBA-101

MANAGEMENT CONCEPTS AND
APPLICATION

Time : 3 Hours]

[Maximum Marks : 70

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

Note : Attempt *Five* questions in all, selecting at least *one* question from each Unit. All questions carry equal marks.

(3-33/17)M-AA-351

P.T.O.

Unit I

1. Define 'Management'. Also explain functions and evolution of management. **14**
2. Discuss in detail types of managers and social responsibility of managers. **14**

Unit II

3. Write short notes on the following : **7 each**
 - (a) Types of Plans.
 - (b) MBO (Managing by Objectives)
4. What is decision making ? Also explain types and approaches of decision making. **14**

Unit III

5. Write short notes on the following : **7 each**
 - (a) Span of control
 - (b) Chain of command.
6. What do you mean by Organisation ? Also discuss various types of organisation structure. **14**

Unit IV

7. What is 'Leadership' ? Also explain traits and styles of leadership in detail. **14**
8. Write short notes on the following : **7 each**
 - (a) Techniques of motivation
 - (b) Control process.