

No. of Printed Pages : 03

Roll No.

AA-351

M. B. A. EXAMINATION, May 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.

(3-04/21)M-AA-351

P.T.O.

Unit I

1. Define management. Discuss the nature, functions and levels of management. **14**
2. Write short notes on the following :
 - (a) Contributions of Henry Fayol **7**
 - (b) Hawthorne experiments. **7**

Unit II

3. “Planning bridges the gap between the present position of the organisation and its desired position.” Comment. **14**
4. Explain the following :
 - (a) Types of decisions **7**
 - (b) Techniques used for decision-making. **7**

Unit III

5. List the advantages and disadvantages of functional, divisional and matrix type of organisation structure. **14**

6. Write short notes on the following :

- (a) Delegation **7**
- (b) Span of control. **7**

Unit IV

7. “Control is a fundamental function that ensures work accomplishments according to plans.” Analyse this statement and spell out the steps involved in control process. **14**
8. Explain the following :
 - (a) Leadership styles **7**
 - (b) Motivation. **7**