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Total No. of Pages: 02

Total No. of Questions: 07

BCA (2011 & Onwards) (Sem. – 6)
PRINCIPLES OF MANAGEMENT
M Code: 71210
Subject Code: BSBC-601
Paper ID: [A2377]

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 **SIX** questions carrying **TEN** marks each and students have to attempt any **FOUR** questions.

SECTION A

1. Write a short note on:
 - a) Partnership
 - b) Management as an activity
 - c) Strategic planning
 - d) Delphi Technique
 - e) Functional organization
 - f) Zone of acceptance
 - g) MBO
 - h) Non-financial incentives
 - i) Supportive leadership
 - j) Cybernetic control

SECTION B

2. “Management is the dynamic life-giving element in every organization”. Discuss it in detail.
3. Explain various methods of economic and sales forecasting.
4. “The process of MBO revolves around the setting up of organizational goals”. Discuss.
5. What do you mean by Authority? Explain acceptance theory in detail.
6. Explain fiedler’s contingency theory in detail. Also discuss various pros and cons of same theory.
7. State the requirements of an effective control system?