

Mid-West University  
**Examinations Management Office**  
Surkhet, Nepal  
Final Examination-2079  
Bachelor of Business Studies (BBS)  
Semester - I

Subject: Principles of Management  
Full Marks: 60 Pass Marks: 30

Course Code: MGMT 311/411  
Time: 3: 00 Hours

*You are required to answer in your own words as far as applicable. Figures in the margins indicate full marks.*

**SECTION A: VERY SHORT ANSWER QUESTIONS (10 X 1 = 10 MARKS)**

*Answer ALL the questions.*

1. What do you mean by managerial ethics?
2. What is meant by learning organizations?
3. What are the components of directing?
4. State the meaning of social responsibility.
5. What is leadership?
6. What do you mean by centralization?
7. List out the required skills in management.
8. Define conflict.
9. Write any two challenges to organizing'
10. What do you mean by the Unity of command?

**SECTION B: SHORT ANSWER QUESTIONS (3 X 8 = 24 MARKS)**

*Answer any THREE questions.*

11. Define planning. Describe the process of planning in an organization. [2+6]
12. Explain any three styles of leadership. Distinguish between a leader and a manager. [6+2]
13. What is controlling? Explain its process. [2+6]
14. What is motivation? Explain the Maslow's hierarchy needs theory. [1+7]
15. Define communication. Explain the role of communication in management. [2+6]

**SECTION C: LONG ANSWER QUESTIONS (2 X 13 = 26 MARKS)**

*Answer any TWO questions.*

16. Define management. What are the functions of management? What are the emerging challenges to management? Explain. [2+5+6]
17. What is decision making? Explain the process of decision making. Discuss the advantages of group decision making. [2+6+5]
18. Give the meaning of business environment. Briefly explain the components of internal as well as external business environment. [3+10]

**THE END**