

Mid-West University
Examinations Management Office
Surkhet, Nepal
End-Semester Examinations-2082
Bachelor of Business Studies (BBS)
Semester - I

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

Course Code: MGMT 411/311
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. List out the components of directing
2. State the meaning of centralization.
3. Define unity of command in short.
4. What do you mean by decision making?
5. List out the Major functions of Management.
6. Define two factors theory of motivation.
7. Introduce the matrix organizational structure
8. Define operational plan in short.
9. Mention the types of conflict.
10. Point out the process of communication.

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

Answer any THREE questions.

11. Define controlling. Discuss the qualities of an effective control system. [2+6]
12. What is leadership? Explain different types of leadership styles. [2+6]
13. Explain the Emerging Challenges for Management in current situation. [8]
14. Give the meaning of business environment. Explain the components of internal business environment. [2+6]
15. State the meaning of organizing and explain its process. [3+5]

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

Answer any TWO questions.

16. Introduce the concept of management. What are the different types of managerial skills? Show their relationship with different levels of management. [2+5+6]
17. Define motivation. Explain the Maslow's Needs Hierarchy Theory. What are the effective tools and techniques to motivate employees in an organization? [2+6+5]
18. What do you mean by planning? Briefly explain the process of planning. Why is planning necessary in organizations? [2+6+5]

THE END