**(Printed Pages 01)**

**Roll No. \_\_\_\_\_\_\_\_\_\_\_\_**

**BBA-1641**

**BBA (I Semester) Examination, Dec-2018**

**MANAGEMENT**

**Fundamentals of Management**

*Time Allowed: Three Hours] [Maximum Marks: 70*

**Note:** Answer **all** questions.

**Q.1.** Attempt any six of the following. **5\*6=30**

1. What do you understand by Management? Explain.
2. What do you understand by Development of Management thoughts?
3. Describe Fundamentals of Planning.
4. Differentiate between Training and Development.
5. What is directing? Explain.
6. Explain scope of control.
7. Explain ‘Sole Proprietorship’ form of Business Organisation. List out its various characteristics.
8. Differentiate between Mergers and Acquisitions. Elaborate with examples.

**Q.2.** Discuss Functions of Top, Middle and Supervisory Level Management. **10**

**OR**

What do you understand by Management Process & Co-ordination? Explain in Detail.

**Q.3.** What do you understand by Planning? Explain is objectives, process and essential requirements. **10**

**OR**

Discuss Recruitment and Selection. Explain its process.

**Q.4.** What do you understand by Motivation? Explain Motivational Theories in detail. **10**

**OR**

Discuss Control, its types and its process with the help of suitable example.

**Q.5.** Define the characteristics of ’Partnership’ form of business organisation. What are its merits and demerits **10**

**OR**

What is a Cooperative Society? What are the different types of Cooperative Societies? How is a Cooperative Society formed?