

**FIRST SEMESTER UG DEGREE EXAMINATION, NOVEMBER 2024
(Improvement/Supplementary)**

BBA

GBBA1B01T: MANAGEMENT THEORY AND PRACTICE

Time: 2 ½ Hours

Maximum Marks: 80

**SECTION A: Answer the following questions. Each carries *two* marks.
(Ceiling 25 marks)**

1. What is Scalar Chain?
2. Mention the different bases of departmentation.
3. What is controlling?
4. What is the informational role of a manager?
5. Define strategies.
6. What do you understand by decision making?
7. Write a note on social obligations.
8. Comment on CSR.
9. Give an account on ethical dilemma.
10. What is meant by performance evaluation?
11. Comment on directing.
12. Define management.
13. "Management is the art of getting things done through people". Explain.
14. Expand and explain the term TQM.
15. List out the characteristics of job description.

**SECTION B: Answer the following questions. Each carries *five* marks.
(Ceiling 35 marks)**

16. Explain the nature of management process. Why management process is called social and consequential process?
17. Explain the skills required by a manager.
18. State the principles of planning.
19. What are the methods used in job analysis?
20. Differentiate between Co-ordination & Co-operation.
21. Describe the features of CSR.
22. What are the advantages of ethical behavior in business?
23. Discuss the characteristics of Business ethics

SECTION C: Answer any *two* questions. Each carries *ten* marks.

24. Explain scientific management and different principles of scientific management.
25. How do the required managerial skills differ in organization hierarchy?
26. Create a job description and specification for the post of a sales manager.
27. Explain the principles of lean management.

(2 x 10 = 20 Marks)