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School of Law

**Integrated Bachelor of Business Administration - Bachelor of Law
Mid Term Examination - Nov 2023**

**Duration : 90 Minutes
Max Marks : 50**

Sem I - D1UA121T - Theories and Principles of ManagementGeneral Instructions

Answer to the specific question asked

Draw neat, labelled diagrams wherever necessary

Approved data hand books are allowed subject to verification by the Invigilator

- 1) Differentiate between centralization & decentralization. K2 (2)
- 2) Explain the contribution of Henry Gantt in evolution of management. K1 (3)
- 3) Discuss the concept of MBO in setting goals of employees. K2 (4)
- 4) Discuss the concept of planning premises in the joint goal setting process. K2 (6)
- 5) Demonstrate the concept of open systems to a typical organization. K3 (6)
- 6) Apply appropriate management skills from most important to least important to the given job positions: Managing director of a Fortune 500 company, Gaming Coder, Manager of a Restaurant. K3 (9)
- 7) Relate Weber's theory of bureaucracy with the given case: Hamid's company needs help developing a digital marketing strategy. They're looking to hire someone with good communication skills who is also familiar with Twitter, Facebook, and Google Ads. His niece, Ayesha, is interested but has never worked as a communications professional, and her experience with social media is for personal rather than business use. His company believes in going by rules & regulations & many a times, creativity has been affected because of this. Q1. What suggestions would you give to Hamid to apply from Weber's theory? Q2. Given the nature of work involved, which feature from the theory, should Hamid avoid? K4 (8)
- 8) Analyse the process of management by objectives as practiced in progressive organizations. K4 (12)

OR

Analyse the following case study & answer the questions given below: Arjun has been with Sigma softwares for over a decade. He began his career as a data analyst and gradually climbed the corporate ladder due to his exceptional technical skills, leadership qualities, and commitment to excellence. He currently manages a team of software engineers responsible for developing cutting-edge software solutions. Arjun is responsible for developing the team's long-term strategic plans. He works with senior management to align the team's goals with the company's vision and mission. On a day-to-day basis, Arjun is involved in project planning. He defines project scopes, estimates resource requirements, and establishes timelines to ensure that projects are executed efficiently. Arjun assigns roles and responsibilities based on team members' strengths and skillsets. He ensures that the team is properly organized to meet project demands. He allocates budgets, software tools, and equipment, to ensure that the team has everything they need to perform at their best. He provides clear direction, sets performance expectations, and leads by example. He encourages collaboration, creativity, and innovation within the team. He communicates openly with team members, resolves conflicts, and provides mentorship to help them grow professionally. He tracks project milestones, budget utilization, and quality standards. Q1. Analyse the functions undertaken by Arjun in managing the organization. Q2. Analyse the managerial roles played by Arjun?