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**MASTER OF BUSINESS ADMINISTRATION
(MBACN)**

**Term-End Examination
December, 2012**

MCN-001 : PRINCIPLES OF MANAGEMENT

Time : 3 hours

Maximum Marks : 100

Note : Attempt any five questions. All questions carry equal marks.

1. Discuss the meaning, definition and importance of management. Explain various approaches to management. 20
2. Define 'Planning'. Explain the planning process citing examples. 20
3. Explain the concept of MBO. What are the benefits and weaknesses? 20
4. Distinguish between formal and informal organisations. Describe the process of organising. 20
5. Explain the concept of 'decision-making' and its importance in an organisation. Discuss the tools and techniques of decision-making. 20

6. Describe the meaning, principles and techniques of direction. 20
 7. Explain the concepts of 'decentralisation' and 'delegation' citing organisational examples. 20
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