

**MASTER OF BUSINESS ADMINISTRATION  
(MBACT)**

01732

**Term-End Examination  
December, 2010**

**MCT-011 : THE MANAGEMENT PRINCIPLES  
AND APPLICATION**

*Time : 3 hours*

*Maximum Marks : 100*

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

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1. (a) Briefly discuss various types of planning practiced by Managers. Illustrate your answer with the help of examples. 10
- (b) Explain the different types of decision - making process. 10
2. (a) What are the different levels of management ? Discuss. 10
- (b) Are management and administration the same ? Justify. 10
3. (a) Define staffing. Why do the organizations need staffing ? Explain giving examples. 10
- (b) What are the features of staffing ? Discuss. 10

4. Discuss different forms of communication giving suitable examples. 20
  5. What are the different techniques of coordination ? Also discuss different types of coordination. Explain the importance of coordination for an organization. 20
  6. Briefly explain the steps involved in motivation. Assuming that you are an executive in an organization, what rules of motivation you will follow to establish the steps of motivation. 20
  7. 'Supervision is the function of leading, coordinating and directing the work of others to accomplish designated objectives'. Discuss. 20
  8. Write short notes on : 10x2=20
    - (a) Line and Staff Organization
    - (b) Project Organization .
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