

Dr. Babasaheb Ambedkar Open University
Term End Examination February – 2026

Course	: PGDBA/PGDHR/PGDM/APGDBA	Date	: 25-Feb-26
Subject Code	: PGDBA-101/PGDHR-101/PGDM-101/APGDBA-101	Time	: 11:30am to 01:45pm
Subject Name	: Principles of Management	Duration	: 02.15 Hours
		Max. Marks	: 70

Section A

Answer the following (Attempt any three) (30)

1. Discuss Nature of Management.
2. Explain Management as Profession.
3. Explain Decision-Making Process in detail.
4. What is Direction? Discuss the nature and principles of Direction.
5. Discuss Strategic Decisions.

Section B

Answer the following (Attempt any four) (20)

1. Discuss Ouchi's Theory Z Management.
2. Explain Importance of Planning.
3. Discuss Staffing Process-Steps involved in Staffing.
4. Explain the Functions of a Supervisor.
5. What is Communication? Explain Nature of Communication?
6. Explain Benefits of Manager's Social Responsibility.

Section C

Part – A (Multiple Choice Questions) (10)

- 1 Management means decision making.
A Prof. Moore. B Peter .F. Drucker.
C Terry .G D Koontz .H.
- 2 _____has classified professions into five categories and has suggested Management as a would-be profession.
A Ouchi. B Peter .F. Drucker.
C George .R. Terry D Reiss.
- 3 Decision making implies to commitment of:
A Effort B Time
C Money D All of the above
- 4 It is a part of building and managing career development.
A Compensation. B Transfer.
C Promotion. D Performance Appraisal.

- 5 Control is designed to ensure that employee work activities produce the correct results
 A Feedback. B None of the above.
 C Concurrent. D Feed forward.
- 6 _____represent businesses having weak market shares in low-growth markets.
 A Cash Cows. B Dogs.
 C Question Marks. D Stars.
- 7 _____are the qualities that enable us to accomplish the organization's mission.
 A Strengths. B Weakness.
 C Opportunities. D Threats.
- 8 The first responsibility of management is to protect the interest of _____.
 A Government. B Shareholders.
 C Suppliers. D Creditors.
- 9 _____ is a person who sends the message.
 A Decoder B Message.
 C Sender. D Individual
- 10 _____ Motivation means motivating employees by paying them in terms of money.
 A Non-Financial B Negative
 C Financial D None of these

Part – B (Do as Directed)

(10)

State whether the following statements are true or false:

- 1 Henry Fayol was notable contributors who had written book on General and Industrial Management.
- 2 MIS Stands for Measuring Information System.
- 3 Building and designing is not organisation structure to fulfill business objectives.
- 4 If matrix organisation is not followed properly, there is delay in decision-making.
- 5 Planning precedes controlling and controlling succeeds planning
- 6 BCG Matrix explain about the clearly of market model.
- 7 Adolph Berle has defined social responsibility as the manager's responsiveness to public consensus.
- 8 Motivation is an inner psychological force, which activates and compels the person to behave in a particular manner.
- 9 External sources of recruitment have to be solicited from inside the organization.
- 10 Co-ordination with customers, suppliers, government and outsiders with whom the enterprise has business connections is called external Co-ordination.
