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Reg. No. :

Name :

First Semester M.A. Degree Examination, May 2022.

Business Economics

BE 512 : PRINCIPLES OF BUSINESS MANAGEMENT

(2021 Admission)

Time : 3 Hours

Max. Marks : 75

SECTION – A

Answer **all** questions. **Each** question carries **1** mark. Choose the correct answer.

1. Which of the following is one of the hygiene factors identified by Herzberg?
 - (a) Responsibility
 - (b) Working conditions
 - (c) Advancement
 - (d) Recognition
2. Name the function of management which involves setting objectives and developing appropriate courses of action to achieve these objectives.
 - (a) Directing
 - (b) Organising
 - (c) Planning
 - (d) Staffing

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3. _____ theory is explained relies on the fact that people want to increase what they want to achieve in life and their needs are prioritized according to their importance.
- (a) Maslow's
 - (b) Alderfer's
 - (c) ERG
 - (d) Rational
4. Name the motivation theory that is based on Frustration-regression?
- (a) Herzberg's Two factor theory
 - (b) Maslow's hierarchy of needs theory
 - (c) Alderfer's ERG theory
 - (d) Locke's Goal theory
5. The selection of best alternative from many alternatives is known as _____
- (a) Selection
 - (b) Decision-making
 - (c) Organizing
 - (d) Budgeting
6. Expectancy motivation theory is given by _____
- (a) Vroom
 - (b) Maslow
 - (c) Herzberg.
 - (d) Mc Gregor.
7. The decision making step which consists of organizational goals, predicting alternatives and communicating goals is called _____
- (a) Organization
 - (b) Alternation
 - (c) Planning
 - (d) Valuing



8. The decisions which are frequent and repetitive in nature are called _____ decisions
- (a) Programmed
 - (b) Non Programmed
 - (c) Major
 - (d) Operative
9. Which of the following are known as the elements of delegation?
- (a) Responsibility, Authority, Accountability
 - (b) Controlling, Responsibility, Authority
 - (c) Responsibility, Decentralization, Centralization
 - (d) Authority, Delegation, Accountability
10. Which one of the following is NOT one of the levels within Maslow's theory of motivation?
- (a) Society Needs
 - (b) Physiological Needs
 - (c) Self Actualization Needs
 - (d) Esteem Needs

(10 × 1 = 10 Marks)

SECTION – B

Answer any **seven** of the following. **Each** question carries **5** marks.

- 11. Analyze the various types and steps involved in planning.
- 12. Explain the nature and scope of management.
- 13. Define Organizing. In your opinion what are the benefits of implementing organizational structure in your company.
- 14. Briefly explain Alderfer's ERG theory.



15. What are the main Principles of Directing that is needed in business management?
16. Write a short essay on the use of computers in management.
17. Write a note on organizational culture.
18. What do you mean by Rational Model in Decision making?
19. Briefly explain the concept of Human Relation Movement.
20. Explain different approaches to management.

(7 × 5 = 35 Marks)

SECTION – C

Answer any **three** of the following. **Each** question carries **10** marks.

21. Briefly explain Herzberg's two factor theory and how we can apply this theory for practical purposes.
22. Write an essay on the different theories of Leadership.
23. Define Business management and what are its main functions.
24. Explain the Expectancy theory of Vroom.
25. Explain various decision making models.

(3 × 10 = 30 Marks)

