



**BBA First Year
Business & Management
Model Paper I**

Time- 3 Hours

Maximum Marks- 100

Attempt all the questions. All Questions are compulsory, each question carry 20 marks.

Unit-I

1. What do you understand by business? Clearly explain the main characteristics of it.

Or

What do you mean by public enterprises? Explain the merits & demerits of public enterprises in brief.

Unit-II

2. What is management? Define it. Explain the nature & functions of management.

Or

What are management functions? Describe the main principles of management.

Unit-III

3. "Changing should be defined as the selection from the alternatives of policies, procedures & programmes". Amplify this statement & outlines the steps involved in major planning.

Or

Define decision making & describe the process & technique of decision making.

Unit-IV

4. Describe the various forms of organization & distinguish between line & staff organization.

Or

What is leadership? Discuss the various styles of leadership & describe the different theories of leadership.

Unit-V

5. Explain clearly the Maslow's "need hierarchy theory". How does it differ from that of the Herzberg's two factor theory."

Or

What is control? Explain the process & technique of control.



**BBA First Year
Business & Management
Model Paper II**

Time- 3 Hours

Maximum Marks- 100

Attempt all the questions. All Questions are compulsory, each question carry 20 marks.

Unit-I

1. Describe the scope of business in brief.

Or

Discuss the relative merits. Demerits of co-operative form of business organization.

Unit-II

2. Define management & explain the scope of management.

Or

Briefly discuss the various schools of management thought.

Unit-III

3. What are plans? Describes the component of planning & also describe the nature of planning.

Or

What is MBO? Explain the nature of MBO & also discuss the essentials for the success of it.

Unit-IV

4. Define organization. Discuss the main principle of organization and distinguish between formal and informal organization.

Or

“Co-ordination is the essence of management”. Comment on the statement in detail and discuss the principle & technique of effective co-ordination.

Unit-I

5. What is motivation? Discuss the Vroom's expectancy theory in detail.

Or

What is control? Define it & discuss the nature and effective control system.