



ADMISSION NUMBER

## School of Finance and Commerce

**Bachelor of Business Administration in Financial Investment Analysis  
Semester End Examination - Jul 2024**

**Duration : 180 Minutes  
Max Marks : 100**

### Sem I - H1UA106T - Principles of Management

General Instructions

*Answer to the specific question asked*

*Draw neat, labelled diagrams wherever necessary*

*Approved data hand books are allowed subject to verification by the Invigilator*

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|-----|---|--------|
| 1)  | Define organising.  | K1(2)  |
| 2)  | Explain the challenges organizations might face when applying McClelland's Learned Need Theory in a diverse workforce. Propose strategies to overcome these challenges and ensure effective implementation of the theory. | K2(4)  |
| 3)  | Write an explanatory note on Managerial Skills required by managers.  | K2(6)  |
| 4)  | Explain three points that highlight the importance of directing the function of management.   | K3(9)  |
| 5)  | Identify Victor Vroom's Expectancy Theory, assessing its effectiveness in enhancing employee performance and organizational productivity across various industries.   | K3(9)  |
| 6)  | Critically assess the application of Stacy Adams Equity Theory in contemporary organizations, considering its impact on employee morale, teamwork, and overall organizational culture.                                    | K5(10) |
| 7)  | Compare the strengths and limitations of Alderfer's ERG theory and McClelland's Learned Need theory   | K4(12) |
| 8)  | Enumerate the ERG Theory of motivation. Also give its implications in management.   | K5(15) |
| 9)  | Critically evaluate the roles of each type of organizational communication  | K5(15) |
| 10) | It was the reality of Fayol's day-to-day managing, seeing what worked and what didn't, that informed his 14 Principles of Management. Critically examine these principles.  | K6(18) |