

KARACHI UNIVERSITY BUSINESS SCHOOL
University of Karachi
FINAL EXAMINATION DECEMBER 2010: AFFILIATED COLLEGES
PRINCIPLES OF MANAGEMENT BA (H) – 461
BS – III

Date: January 2, 2010

Max Time: 2 ½ Hrs
Max Marks: 40

1. GIVE 3 TO 5 LINE ANSWER TO THE FOLLOWING QUESTIONS. (10)

Keep your answer strictly relevant to the question. Do not do garbage writing as you will not be marked on how much you have written but strictly on how strongly you support your views.

- i. Why is it important to use participation in setting goals?
- ii. What caution should managers exercise when they use the gangplank Fayol described?
- iii. Define motivation and explain why managers must understand it.
- iv. Is matrix organization an example of a structural change? Explain.
- v. Under what conditions are decision trees usually used as decision-making tools?

2. ANSWER THE FOLLOWING QUESTIONS (30)

- i. Pen down several potential problems with goal setting. Discuss how two of these problems might apply in an organization with which you are familiar. What steps you might take to avoid such problem?
- ii. Explain the hierarchy of needs theory. Assume that you are the manager of a large fast-food outlet. How could this theory help you motivate the various individual who work for you?
- iii. Differentiate between the functional and divisional types of departmentalization; also highlight their advantages and disadvantages. Give your particular career interest, develop a list of pros and cons for
 - (a) working in a company organized by function
 - (b) working with a company organized by product.

FINAL EXAMINATION JUNE 2010; AFFILIATED COLLEGES
PRINCIPLES OF MANAGEMENT BA (H) – 461
BS – III

Date: June 22, 2010

Instructions: Attempt all questions

Max Time: 2.5 Hrs

Max Marks: 40

Note: You will not be marked on how much you have written but on how strongly you have supported your arguments. Garbage material will earn you no extra marks.

Q1. Give Brief Answers to the Following Questions. (10)

- i. Why is evaluation of alternatives given so much importance in the decision making process?
- ii. What are the major steps in the planning process?
- iii. How does span of control impact organizational structure
- iv. How does performance appraisal advantage any organization?
- v. Discuss budget as a control technique

Q2. Give in depth answer to the following Questions. Do not try to reproduce (20) book material, write as per your understanding of the topic in you own language. (20)

- i. Why must a goal be specific and measurable?
- ii. Why is it difficult for some managers to delegate?
- iii. Does the emergence if the learning organization change the role of leadership?
- iv. Why do organizations continue to allow unpleasant working conditions to exist?
- v. Explain why recognition of decision requirement is the first step in the decision-making process?

Q3. Comment on the Following Statements. (10)

- i. Goals specify future ends; plans specify today's means
- ii. Managers confront a decision requirement in the form of either a problem or an opportunity.
- iii. Uncertainty is the lack of information about past event.
- iv. Given today' high unemployment rate, small businesses report that finding and keeping good workers is the biggest problem they face.
- v. Performance feedback is an example of downward communication.

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FINAL EXAMINATION : AFFILIATED COLLEGES
PRINCIPLES OF MANAGEMENT : BA (H) – 461
BS – III

Date : June 18, 2009
Max. Marks : 60

Time Allowed : 3 Hours

Instructions: Attempt any five questions

- Q.No.1. ✓ What are the different managerial skills that effective managers require? What is the importance of these skills at various levels of management?
- Q.No.2. ✓ Programmed decisions represent company policy whereas non programmed decisions have to deal with day-to-day problems. How do managers tackle non programmed decisions?
- Q.No.3. ✓ Strategic management involves both short and long range planning. What steps are to be followed in operating the company on a strategic basis? What are the grand strategy options available?
- Q.No.4. ✓ HR performs different functions in an organization. How does it deal with the problem of developing and maintaining an effective workforce?
- Q.No.5. ✓ Discuss the changes in management philosophy post industrial revolution. How have large corporations come about?
- Q.No.6. ✓ Modern approaches to leadership relate to leader personality. Do you agree? Elaborate the leadership approaches currently in practice.

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FINAL EXAMINATION, 2008 : AFFILIATED COLLEGES

PRINCIPLES OF MANAGEMENT : BA (H) - 461

BS - III

Date : 31 December 2008
Max. Marks : 60

Time : 3 Hours

Instructions: Attempt any five questions. All questions carry equal marks.

- Q.No.1. What do you understand by the term management. What are the core functions that a manager is required to perform? How are these functions interrelated? ✓
- Q.No.2. Describe the difference between centralization and decentralization and the situations in which each of these will be used. What conditions govern span of management? ✓
- Q.No.3. What objectives does the HR department in an organization help to achieve? What importance does job appraisal carry? ✓
- Q.No.4. Motivation is an important managerial aspect. The need theory and the reinforcement theory differ in its interpretation. How? ✓
- Q.No.5. Strategies are formed at various levels. Describe the objectives to be attained by this separation and relate them to organizational goals.
- Q.No.6. Teamwork is a new approach to management. How does it help in better running of the organization and what different types of teams can be developed by a given organization?

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Attempt five questions in all where Q-1 is compulsory

- Q-1(a) What is management? Explain the process of management. 06
- (b) Comment on the statement “ management can be applied to any kind of organization” 06
- Q-2(a) Define goals and plans, how are they interrelated? What are their purposes? Explain. 06
- (b) Managers need three different skills to perform duties and functions as a manager. What are those skills? Do you think importance of these skills depend on management level? Explain. 06
- Q-3(a) What is organizing? List and explain various purposes of organizing? 06
- (b) How functional structure is different from divisional structure? When you will use one over the other? Explain 06
- Q-4(a) Differentiate between a leader and a manager. Do the leadership style is fixed and unchangeable or flexible and adaptable? Explain. 06
- (b) Explain how trait theories are different from behavioral theories of leadership? 06
- Q-5(a) Define control, and briefly explain the basic control process. 06
- (b) Explain how controlling can help an organization in accomplishing its objectives? 06
- Q-6 Write short notes on the following (any six) 12
1. Line and staff authority
 2. Leadership Grid
 3. Bureaucratic Organizations
 4. Programmed and Non-programmed decisions
 5. Types of Control
 6. Centralization v/s Decentralization
 7. Scientific Management
- Q-7 What is HRM? Define. Identify and briefly explain the Human Resource Management functions which focuses on: 12
- a) Attracting an effective workforce
 - b) Developing an effective workforce
 - c) Maintaining an effective workforce

Good Luck