

College Name: \_\_\_\_\_

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

Copy No: \_\_\_\_\_

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
PRINCIPLES OF MANAGEMENT; BA (H) – 461  
BBA – III**

**Date: December 29, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 Briefly explain the steps involved in planning.

Q2 What is management environment and briefly explain the role of external environment for managing businesses.

Q3 Define controlling & briefly explain the controlling process in detail.

Q4 What is management decision making? Write down the major types of management decision making & evaluating the importance of decision making.

Q5 Write short notes on any two of the following:

1. Scientific Management
2. Departmentalization
3. Recruitment & Selection
4. Organizational Structures

**END OF SUBJECTIVE PAPER**