

Savitribai Phule Pune University
Department of Management Sciences, (PUMBA)
MBA++ II & V Trimester Feb 2015

101-Principles & Practices Management

Time: 3 Hrs

Marks: 50

Instruction:- From section I, attempt any four and Section II is compulsory
Use separate answer sheet for section I and II

Section-I

- Q.1. What is leadership? Explain 'Managerial Grid' Theory of leadership.
- Q.2. Define the term Organization Structure? What are the different types of Organization Structure?
- Q. 3. Explain various techniques of control?
- Q. 4. Explain Maslow's need Hierarchy Theory. Compare Maslow with Hertzberg Two factor theory of Motivation.
- Q.5. Describe various techniques of Decision Making.

Section-II

- Q.1. Discuss the role of sender in communication process with respect to following,
1. Know your Subject
 2. Focus on purpose.
 3. Know your audience
 4. Be organised. (5 marks)
- Q.2. You are selected for the post of senior Manager IT services in ABC Ltd. You are expected to join within two weeks. Your present company will not release you that early as a two months notice is mandatory. Write a letter to MIs ABC Ltd. Requesting permission to join after two months. (5 marks)