



BRAINWARE UNIVERSITY

Term End Examination 2023-2024

Programme – BBA LL.B.-2023

Course Name – Management Theory and Practice

Course Code - BBALLB101

(Semester I)

Full Marks : 60

Time : 2:30 Hours

[The figure in the margin indicates full marks. Candidates are required to give their answers in their own words as far as practicable.]

Group-A

(Multiple Choice Type Question)

1 x 15=15

1. Choose the correct alternative from the following :

(i) Select the location of District Industries Centres

- | | |
|--------------------------------|-----------------------------|
| a) In each district | b) In each state |
| c) Only in selected districts. | d) Only in selected states. |

(ii) Locate the purpose of soft loan scheme

- | | |
|--|--|
| a) Modernization of plant and machinery. | b) Replacement of plant and machinery. |
| c) Renovation of plant and machinery. | d) All of these |

(iii) Locate nature of Seed capital assistance

- | | |
|-------------------------------------|----------------------------|
| a) A long-term assistance. | b) Initial assistance |
| c) A help for the purchase of seeds | d) A short-term assistance |

(iv) Select the policy which stresses the role of cottage and small-scale industries for balanced industrial development of the country

- | | |
|--------------|-------------|
| a) IPR 1940 | b) IPR 1948 |
| c) IPR 1956. | d) IPR 1977 |

(v) Locate the policy which emphasized the need of promoting small-scale industries through integrated industrial development

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|--------------|-------------|
| a) IPR 1948 | b) IPR 1956 |
| c) IPR 1977. | d) IPR 1980 |

(vi) Indicate the organization wherefrom exporters code number can be obtained

- | | |
|------------------------------|-------------------------------|
| a) The Reserve Bank of India | b) The Central Bank of India. |
| c) Any Regional Bank | d) Any International Bank. |

(vii) Predict importance of small scale business in a country

- | | |
|---|--|
| a) They give an outlet for entrepreneurs | b) They can provide specialist support to larger companies |
| c) They can be innovators of new products | d) All of these |

(viii) Predict reason for business failure

- | | |
|-----------------------------|---------------------------|
| a) Lack of market research. | b) Poor financial control |
|-----------------------------|---------------------------|

- c) Poor management. d) All of these
- (ix) Choose the informal networks used by entrepreneurs to gather information
 a) Secondary research b) Entrepreneurial networking
 c) Informal parameters. d) Marketing
- (x) Tell the outcome of planning function of management process
 a) Developing employees b) Evaluating performance
 c) Establishing departments d) Establishing goals
- (xi) Identify the level where conceptual skills are mostly needed
 a) Functional management b) Top management
 c) Middle management d) Supervisory management
- (xii) Identify the level where day to day transactional skills are mostly needed
 a) Functional management b) Top management
 c) Middle management d) Supervisory management
- (xiii) Identify the level where relational skills are mostly needed
 a) Functional management b) Top management
 c) Middle management d) Supervisory management
- (xiv) Predict the section in which the term Key Managerial Personnel under the Companies Act, 2013 appears.
 a) Section 2 (20) b) Section 4 (2)
 c) Section 2 (4) d) Section 2 (51)
- (xv) Choose minimum no of members in case of public company according to Companies Act, 2013
 a) 2 b) 7
 c) 8 d) 9

Group-B

(Short Answer Type Questions)

3 x 5=15

2. Define organizational behavior. (3)
 3. Describe management. (3)
 4. Explain theory of need given by Alderfars. (3)
 5. Illustrate negative reinforcement. (3)
 6. Evaluate characteristics of leadership. (3)
- OR**
- Evaluate Democratic Leadership. (3)

Group-C

(Long Answer Type Questions)

5 x 6=30

7. State functions of management. (5)
 8. Describe the theories given by Taylor. (5)
 9. Describe matrix organization features. (5)
 10. Explain ERG theory with application in critical sense. (5)
 11. Evaluate importance of informal communication in an organization. (5)
 12. Assess importance of formal communication in an organization. (5)
- OR**
- Assess the concept of positive conflict. (5)
