

Seat No.	
-------------	--

B.B.A. (Part - I) (Semester - II) Examination, April - 2018**PRINCIPLES OF MANAGEMENT-II (Paper - II)****Sub. Code : 22928****Day and Date : Tuesday, 24 - 04 - 2018****Total Marks : 50****Time : 12.00 noon to 02.00 p.m.**

- Instructions :**
- 1) All the questions are compulsory.
 - 2) Figures to the right indicate full marks.

Q1) a) Define 'Motivation'. Explain the significance of motivation. **[15]**

OR

b) Describe the techniques of controlling.

Q2) Write short answers (any two): **[2 × 10 = 20]**

- a) Evaluate Maslow's Need Hierarchy theory.
- b) Explain the functions of leader.
- c) Describe the controlling process.
- d) State the process of planned change.

Q3) Write short notes (any three): **[3 × 5 = 15]**

- a) Likert's four systems of leadership.
- b) Qualities of leader.
- c) Need for change.
- d) Resistance to change.
- e) Unfreezing.

