

Name of Course	:	<b>B. A. (P)</b>
Semester	:	<b>VI</b>
Scheme/Mode of Examinations	:	<b>CBCS</b>
Name of the Paper	:	<b>Business Management</b>
Unique Paper Code/Subject Code	:	<b>62415602</b>
Medium of Setting the Question Paper:		English / English & Hindi Language
Duration	:	2 Hours
Maximum Marks	:	75 Marks

**Note: Attempt Any Four Questions. All questions carry equal marks.**

- Q. 1. “Without management, the processes of an organisation would be chaotic and unordered”. In the light of this statement discuss the importance and characteristics of the management.
  - Q. 2. “Planning and forecasting is the managerial process of mapping out corporate actions based on past and present data trends”. In the light of this statement discuss the role of forecasting in planning.
  - Q.3. “Centralization and Decentralization are two modes of working in any organization”. In the light of this statement explain its advantage, disadvantages and differentiate between these two in the organizational context.
  - Q.4. “Rensis Likert identified four main styles of leadership, in particular around decision-making and the degree to which people are involved in the decision”. In the light of this importance discuss the importance and characteristics of the different style of leaderships.
  - Q.5. Discuss the Internal and external sources of recruitment to hiring employees in the organization. Also distinguish between training and orientation.
  - Q.6. “Budgetary control is a process for managers to set financial and performance goals with budgets, compare the actual results, and adjust performance, as it is needed”. In the light of this statement discuss the different techniques of budgetary control.
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