

Unique Paper Code : 62415602

Name of the Paper : Business Management

Name of the Course : B.A. (P)

Semester : VI

Duration : 3 hours

Maximum Marks : 75 Marks

**Please attempt any four questions out of the six questions given below. All questions carry equal marks.**

Q1. Henry Fayol and Frederick Winslow Taylor made outstanding contribution to the development of management thought. Discuss the contribution of F.W. Taylor and Henri Fayol in management. Explain the relevance of their contribution in contemporary business environment.

Q2. "Planning is the first function of management that precedes all other functions." Explain this statement in context of the significance and the process of planning function.

Q3. Recruitment is a positive process while selection is a negative one. Explain the difference between recruitment and selection. What are the various steps involved in the selection process?

Q4. Explain the techniques of budgetary control and six sigma used by organizations for controlling function of management?

Q5. Theory X and Theory Y are theories of human work motivation and management. Explain these theories of motivation and their importance for contemporary organizations.

Q6. Organizational structure provides guidance to all employees by laying out the official reporting relationships that govern the workflow of the company. Explain the classification of organization structure on the following basis:

(i) function

(ii) product