

Indian Maritime University
(A Central University, Govt of India)

Mar/Apr'26 SE

Programme Name: BBA (Maritime Logistics)

Semester: I

Subject Code: UG32T2102

Subject Name: Principles of Management

Date: 05.03.2026

Max Marks: 70

Duration: 03 Hrs

Pass Marks: 35

General Instructions

- (i) All Sections (A, B & C) are to be attempted.
- (ii) Options, if any, are specified in respective section.

SECTION - A

(10 x 01= 10 Marks)

ANSWER ALL OF THE FOLLOWING QUESTION

1. Which term is defined as "The process of monitoring and evaluating progress to ensure goals are being met"?
 - a. Planning
 - b. Organising
 - c. Controlling
 - d. Directing
2. Which one is not a recognised key skill of management?
 - a. Conceptual skills
 - b. Human skills
 - b. Technical skills
 - d. Writing skills
3. Which role involves managers interacting with people outside their immediate units?
 - a. Liaison Role
 - b. Leader Role
 - c. Spokesperson Role
 - d. Entrepreneur Role
4. What is the term for decisions limited by human capacity to absorb and analyse information?
 - a. Cognitive rationality
 - b. Conscious rationality
 - c. Bounded rationality
 - d. Restricted rationality
5. Which of the following is a feature of a good plan?
 - a. Linked to Long-term objectives
 - b. Feasible
 - c. Flexible
 - d. All of the above

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6. Which of the following is the characteristic of informal organisation?
- a. Membership is voluntary
 - b. It is based on the principles of division of labour and efficiency in operations
 - c. It concentrates more on the performance of jobs and not on the individuals performing the job
 - d. Coordination among members and their control are well specified through organizational processes, procedure, rules etc...
7. When a message is sent from a member of one team to a member of another team, it is considered a/an _____ communication.
- a. Upward
 - b. Downward
 - c. Horizontal
 - d. None of the above
8. Concurrent Control is also known as _____
- a. Feedback Control
 - b. Feed forward Control
 - c. Steering Control
 - d. Critical Point Control
9. _____ is a system of identification and communication of that signals to a higher level manager when his attention is needed.
- a. Management by Exception
 - b. Management by walking around
 - c. Management by Objectives
 - d. None of the above
10. Kaizen is a _____ word which means continuous and never-ending improvement involving everyone in an organisation.
- a. Chinese
 - b. Japanese
 - c. Korean
 - d. Greek

SECTION – B

(05 x 02= 10 Marks)

ANSWER ALL OF THE FOLLOWING QUESTIONS

- 11. Describe Functional foremanship.
- 12. Explain the concept of Strategic decision.
- 13. What do you mean by Supervision in the context of directing?
- 14. What is Budgetary control?
- 15. Define Benchmarking.

SECTION – C

(05 x 10= 50 Marks)

ANSWER ANY FIVE OUT OF SEVEN OF THE FOLLOWING QUESTIONS

16. Describe the purpose and importance of management.
17. Define planning and explain the nature of planning.
18. Briefly explain about functional organisation structure and list out the advantages & dis-advantages of functional organisation structure.
19. Enlighten the essentials of effective communication and measures to overcome barriers to communication.
20. Identify the significance of controlling in business organisations and explain the nature of controlling.
21. Why is coordination called as the essence of management? Explain the techniques of effective coordination.
22. What is Total quality management? Explain its process and principles of total quality management.
