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**B.B.A. (Part - I) (Semester - II) Examination, November - 2014****PRINCIPLES OF MANAGEMENT (Paper - II)****Sub. Code : 22928****Day and Date : Friday, 07- 11- 2014****Total Marks : 50****Time : 12.00 noon. to 2.00 p.m.**

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

**Q1) What is motivation? Explain two factor theory of motivation. [15]**

**OR**

What are the factors responsible for resistance to change.

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

- a) Evaluate McGregor's X and Y theories.
- b) Explain the different steps in control process.
- c) Explain likert's management system.
- d) Explain the process of planned change.

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

- a) Charismatic Leadership
- b) Non Financial Incentives
- c) Controlling Techniques
- d) Importance of motivation
- e) Need for change

