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University of Lucknow

MBA (DOC) - First Semester Examination, 2026

QUESTION BANK

Model Question Papers – 5 Sets (Set A – Set E)

PRINCIPLES & PRACTICES OF MANAGEMENT

Paper : MBA(F&A)CC-101 (CORE)

Time : 3 Hours	Maximum Marks : 70

Answer any five questions. All questions carry equal marks.

Unit	Topic Coverage
I	Definition, Functions, Process, Scope & Significance of Management; Nature of Management; Managerial Roles, Skills & Activities; Management vs Administration; Values & Ethics in Management
II	Evolution of Management Thought; Approaches of Management Thought (Scientific, Administrative, Human Relations, Behavioural, Systems, Contingency, Quantitative); Functions of Management
III	Planning & Organizing - Nature, Scope, Elements & Steps of Planning; Decision Making; Organizing Principles; Span of Control; Line & Staff Relationship; Authority, Delegation & Decentralization; Organizational Structures; Formal & Informal Organizations; Staffing
IV	Directing - Supervision, Motivation Theories (Maslow, Herzberg, McClelland, Vroom, Porter & Lawler), Job Satisfaction; Leadership - Theories & Styles; Communication Process, Channels & Barriers
V	Controlling & Coordinating - Elements of Managerial Control, Control Systems, Management Control Techniques; Coordination - Concept, Importance, Principles & Techniques; Managerial Effectiveness; Marketing Information System

This question bank contains five model question papers (Set A to Set E), each with ten unified 14-mark questions balanced across all five units of the syllabus, prepared for practice ahead of the University of Lucknow MBA (DOC) First Semester Examination.

Compiled for internal examination preparation and practice.

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MBA (DOC) First Semester Examination, 2026

PRINCIPLES & PRACTICES OF MANAGEMENT

Paper : MBA(F&A)CC-101 (CORE)

[SET – A]

Time : 3 Hours] [M.M. : 70

Note :– Answer any five questions. All questions carry equal marks.

Q.1. Define management and explain its nature, scope and significance in the functioning of a modern business organization. **[14]**

Q.2. Discuss the various functions of management and explain how they operate as an integrated process rather than as isolated activities. **[14]**

Q.3. Trace the evolution of management thought from ancient times to the present day, highlighting the major milestones in its development. **[14]**

Q.4. Explain the scientific management approach propounded by F. W. Taylor, and discuss its principles, techniques and limitations. **[14]**

Q.5. Explain the nature, scope, objectives and significance of planning as a managerial function. **[14]**

Q.6. Discuss the various elements and logical steps involved in the process of planning. **[14]**

Q.7. Explain the nature and importance of directing as a managerial function, and discuss the principles that make directing effective. **[14]**

Q.8. Discuss the concept and importance of supervision in an organization, and examine the qualities required of an effective supervisor. **[14]**

Q.9. Explain the meaning, nature and importance of controlling as a managerial function, and discuss the essential elements of managerial control. **[14]**

Q.10. Discuss the steps involved in the control process, and examine the characteristics of an effective control system. **[14]**

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University of Lucknow

MBA (DOC) First Semester Examination, 2026

PRINCIPLES & PRACTICES OF MANAGEMENT

Paper : MBA(F&A)CC-101 (CORE)

[SET – B]

Time : 3 Hours] [M.M. : 70

Note :– Answer any five questions. All questions carry equal marks.

Q.1. Explain the concept of managerial roles as identified by Henry Mintzberg, and discuss how interpersonal, informational and decisional roles are performed by a manager. **[14]**

Q.2. Discuss the different managerial skills - conceptual, human and technical - required at various levels of management, and explain how the relative importance of these skills changes as a manager moves up the organizational hierarchy. **[14]**

Q.3. Discuss the contribution of Henri Fayol to the development of management thought, with special reference to his fourteen principles of management. **[14]**

Q.4. Explain the administrative management approach to organization, and compare it with the scientific management approach. **[14]**

Q.5. Explain the concept and importance of decision making in management, and discuss the various steps involved in a rational decision-making process. **[14]**

Q.6. Discuss the fundamental principles of organizing, and explain their significance in designing an effective organizational structure. **[14]**

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Q.7. Explain the concept of motivation and discuss Maslow's Need Hierarchy Theory of motivation along with its practical implications for managers. **[14]**

Q.8. Discuss Herzberg's Two-Factor Theory of motivation, distinguishing between hygiene factors and motivators, and examine its usefulness for management. **[14]**

Q.9. Explain the various types of control systems used in organizations, distinguishing between feedforward, concurrent and feedback control. **[14]**

Q.10. Discuss the important management control techniques, such as budgetary control, break-even analysis and management audit, used by organizations to monitor performance. **[14]**

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MBA (DOC) First Semester Examination, 2026

PRINCIPLES & PRACTICES OF MANAGEMENT

Paper : MBA(F&A)CC-101 (CORE)

[SET – C]

Time : 3 Hours] [M.M. : 70

Note :– Answer any five questions. All questions carry equal marks.

Q.1. Distinguish between management and administration, and examine the different viewpoints regarding the relationship between the two concepts. **[14]**

Q.2. Explain the meaning and significance of values and ethics in management, and discuss how ethical conduct contributes to the long-term success of an organization. **[14]**

Q.3. Discuss the human relations approach to management as developed through the Hawthorne studies, and examine its contribution to the understanding of human behaviour at work. **[14]**

Q.4. Explain the behavioural science approach to management and discuss how it differs from the classical approach. **[14]**

Q.5. Explain the concept of span of control, and discuss the factors that determine the appropriate span of control at different levels of management. **[14]**

Q.6. Discuss the concept of line and staff relationships in an organization, and examine the sources of conflict that commonly arise between line and staff personnel. **[14]**

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Q.7. Explain McClelland's Theory of Needs and discuss how the needs for achievement, affiliation and power influence employee behaviour at the workplace. **[14]**

Q.8. Discuss Vroom's Expectancy Theory of motivation and explain how it can be applied by managers to improve employee performance. **[14]**

Q.9. Explain the requirements of an effective control system and discuss the factors that management must consider while designing one. **[14]**

Q.10. Discuss the concept, importance and principles of coordination, and examine why it is regarded as the essence of management. **[14]**

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University of Lucknow

MBA (DOC) First Semester Examination, 2026

PRINCIPLES & PRACTICES OF MANAGEMENT

Paper : MBA(F&A)CC-101 (CORE)

[SET – D]

Time : 3 Hours] [M.M. : 70

Note :– Answer any five questions. All questions carry equal marks.

Q.1. Discuss management as both a science and an art, and examine whether it can also be regarded as a profession. **[14]**

Q.2. Explain the various managerial activities performed by a manager in the course of directing organizational work, and discuss their interrelationship with managerial functions. **[14]**

Q.3. Discuss the systems approach to management, explaining the concept of an organization as an open system interacting with its environment. **[14]**

Q.4. Explain the contingency approach to management and discuss why it is considered more practical than the earlier universal approaches. **[14]**

Q.5. Explain the meaning and types of authority in an organization, and discuss the process and importance of delegation of authority. **[14]**

Q.6. Distinguish between delegation and decentralization of authority, and discuss the factors that determine the degree of decentralization suitable for an organization. **[14]**

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Q.7. Explain the Porter and Lawler Model of motivation, and discuss how it extends and refines the expectancy theory of motivation. **[14]**

Q.8. Discuss the concept of job satisfaction, its determinants, and its relationship with employee motivation and organizational performance. **[14]**

Q.9. Explain the various techniques of achieving effective coordination among different departments of an organization. **[14]**

Q.10. Discuss the concept of managerial effectiveness, and examine the factors that contribute to making a manager effective in achieving organizational goals. **[14]**

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MBA (DOC) First Semester Examination, 2026

PRINCIPLES & PRACTICES OF MANAGEMENT

Paper : MBA(F&A)CC-101 (CORE)

[SET – E]

Time : 3 Hours] [M.M. : 70

Note :– Answer any five questions. All questions carry equal marks.

Q.1. Discuss the universality of management principles and examine the extent to which they can be applied across different types of organizations. **[14]**

Q.2. Examine the social responsibilities of management towards its various stakeholders, such as employees, customers, shareholders and society at large. **[14]**

Q.3. Discuss the quantitative approach to management, and examine the role of operations research and management science techniques in managerial decision-making. **[14]**

Q.4. Compare and contrast the classical, neo-classical and modern approaches to management thought, bringing out their respective strengths and limitations. **[14]**

Q.5. Discuss the different types of organizational structures, such as functional, divisional and matrix structures, bringing out their respective merits and demerits. **[14]**

Q.6. Explain the concept of formal and informal organization, and discuss the significance of staffing as a distinct managerial function. **[14]**

Q.7. Explain the concept of leadership and discuss the important theories and styles of leadership relevant to modern organizations. **[14]**

Q.8. Discuss the communication process, the various channels of communication used in organizations, the barriers to effective communication, and the measures to overcome them. **[14]**

Q.9. Explain the meaning and objectives of a Marketing Information System, and discuss its components and importance for managerial decision-making. **[14]**

Q.10. Examine the relationship between planning and controlling as managerial functions, and discuss how effective coordination links all the functions of management together. **[14]**

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