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Daffodil International University
Faculty of Business & Entrepreneurship
Department of Accounting
Program: BBA in Accounting
Examination: Final term

Trimester : Summer-2026
Time : 2:00 Hrs Full Marks: 40
Course Code : 0413-102 **Course Title:** Principles of Management
Section : 5A Teacher's Name: Md. Ahmadul Kabir Akon

1. Explain how goal-setting theory works. How is goal setting different form simply asking a worker to "do your best"? **Mark 5+5**
CLO 1 level 2

2. Evaluate Alderfer's ERG Theory of Motivation by examining the three types of needs. and assess how each need influences employee motivation. **Mark 5+5**
CLO 3 Level 5

3. A company is facing strong competition and declining sales. Which strategic analysis tool would you use to assess the situation? Evaluate the differences between programmed and nonprogrammed decisions to determine their appropriate application in this situation. **Mark 2+3**
CLO: 3 Level: 5

4. Answer to the following short questions. **Mark 5X3=15**

A) Articulate the basic elements of organizing of a company according to R.W. Griffin. How do establishing reporting relationships in an organization? **Mark 5**
CLO-2, Level 4

B) A company is experiencing decision-making delays because all decisions are centralized with the manager. Evaluate the role of delegation of authority in improving organizational efficiency and justify three actions the manager should take to distribute authority effectively. **Mark:5**
CLO-2, Level 5

C) A manager is unwilling to delegate his authority because of lack of trust in employees and fear of losing control. Evaluate the barriers to effective Delegation of Authority (DoA) and justify appropriate measures the manager can take to overcome them. **Mark: 5**
CLO-2, Level 5