



| Code | Subject Title | Cr. Hrs | Semester |
|---------|--------------------------|---------|----------|
| BBA-102 | Principles of Management | 3 | II |
| Year | Discipline | | |
| 1 | Business Administration | | |

1. **Introduction to Management**
 - Theory versus Practice
 - Evolution
 2. **Decision Making**
 - a. Theory in Decision Making
 - b. Decision Making in Practice
 3. **Planning**
 - a. An Overview of Planning
 - b. Strategy Formation
 - c. Management
 4. **Organizing**
 - a. Organizing Structure
 - b. Authority
 - c. Staffing the Organization
 - d. Organizing for Maximum Performance
 5. **Leading**
 - a. Motivation
 - b. Leadership and Supervision
 - c. Management Change
 - d. Communication and Conflict
 6. **Controlling**
 - a. An Overview of Control
 - b. Control Techniques
 7. **Conclusions**
 - A Look Back and a Look Ahead
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