

PM/BC-102

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(1st Semester)

COMMERCE

Paper No. : BC-102

(**Principles of Management**)

Full Marks : 70

Pass Marks : 45%

Time : 3 hours

(**PART : B—DESCRIPTIVE**)

(*Marks : 45*)

*The figures in the margin indicate full marks
for the questions*

1. (a) Discuss in brief the contingency approach of modern management theories. 9

Or

- (b) Define management. Explain in brief the functional areas of management. 2+7=9

2. (a) Define planning. Discuss the advantages and disadvantages of planning. 2+3½+3½=9

22L/25a

(Turn Over)

(2)

Or

(b) Discuss the various steps involved in decision making. 9

3. (a) Define organizing. Explain the nature and process of organizing. 2+7=9

Or

(b) Discuss the various methods of departmentation. 9

4. (a) Discuss the Maslow's theory of motivation. 9

Or

(b) What do you mean by communication? Discuss the various barriers to effective communication. 2+7=9

5. (a) Define control. Explain the importance of control. 2+7=9.

Or

(b) Discuss the modern techniques to effective control. 9
