

2019

(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) Explain the nature and significance of management. 4+5=9

Or

- (b) Explain the classical management approach. 9

2. (a) Explain decision making. What are the processes of decision making? 2+7=9

Or

- (b) Explain the different types of plan. 9

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

Or

- (b) Distinguish between centralization and decentralization of power. 9

4. (a) Explain Maslow's need hierarchy theory of motivation. 9

Or

- (b) Define communication. Explain the barriers of a good communication system. 2+7=9

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

Or

- (b) Explain five traditional control techniques. 9

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COMMERCE

Paper No. : BC-102

(Principles of Management)

(PART : A—OBJECTIVE)

(Marks : 25)

The figures in the margin indicate full marks for the questions

1. Choose the correct answer and place its code in the brackets provided : 1×10=10

(a) Managing directors are one group which comes under

(i) top management

(ii) middle management

(iii) lower management

(iv) None of the above

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(b) Who developed the Principles of Scientific Management?

(i) H. Fayol

(ii) F. W. Taylor

(iii) Maslow

(iv) None of them

(c) Who developed the 14 principles of management?

(i) Ouchi

(ii) F. W. Taylor

(iii) H. Fayol

(iv) None of them

(d) A blueprint of the course of action to be followed in future is

(i) planning

(ii) directing

(iii) controlling

(iv) None of the above

(e) Predicting or anticipating the future happenings in planning is

(i) forecasting

(ii) highlighting

(iii) magic

(iv) None of the above

(f) The process of selecting a course of action from various alternatives to solve problem is

(i) controlling

(ii) decision making

(iii) selection

(iv) None of the above

(g) The process of dividing large complex organization into smaller flexible units is

(i) decision making

(ii) departmentation

(iii) grouping

(iv) None of the above

(h) Anyone who guides and directs others is

(i) teacher

(ii) leader

(iii) instructor

(iv) None of the above

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(i) When subordinates are free to establish their own goals and course of action, it is

(i) autocratic style

(ii) laissez-faire style

(iii) positive style

(iv) None of the above

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(j) Which one of the following is a modern managerial control technique?

(i) Management information system

(ii) Budgetary control

(iii) FIFO

(iv) LIFO

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2. State whether the following statements are *True (T)* or *False (F)* by putting a Tick (✓) mark : 1×5=5

(a) Budget and budgetary control is same.

(T / F)

(b) Only money can motivate people.

(T / F)

(c) Authority and responsibility always go together.

(T / F)

(d) Programme is one type of plan.

(T / F)

(e) Lower management controls the performance of operative employees.

(T / F)

3. Write short notes on the following : $2 \times 5 = 10$

(a) Management

(b) A good plan

(b) Non-financial incentives

(c) Formal organization

(d) Non-financial incentives

is a good plan

(c) Formal organization

(e) Budget
