

**2 0 1 8**

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

*Or*

- (b) Describe the bureaucratic model of Max Weber. 9

2. (a) Define planning. Explain the steps involved in planning process. 2+7=9

*Or*

- (b) Explain the nature and process of corporate planning. 2+7=9

3. (a) Explain the concept of the term 'organization'. Discuss the various steps in organization process. 2+7=9

*Or*

- (b) Explain the meaning and principles of delegation of authority. 2+7=9

4. (a) Explain the concept of motivation. Discuss in brief McGregor's theory X and theory Y. 2+7=9

*Or*

- (b) What is meant by leadership? Discuss Rensis Likert's systems of leadership style. 2+7=9

5. (a) Explain the nature of control. Discuss the requirements of an effective control system. 2+7=9

*Or*

- (b) What is meant by budgetary control? Explain its advantages. 2+7=9

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( 1st Semester )

**COMMERCE**

Paper No. : BC-102

**( Principles of Management )**

( PART : A—OBJECTIVE )

( Marks : 25 )

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

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

(a) Getting things done through and with people is

(i) planning

(ii) organizing

(iii) management

(iv) MBO

(b) In India, management is regarded as

- (i) art
- (ii) science
- (iii) profession
- (iv) None of the above

[

(c) The hierarchy of authority from the high to the lowest is

- (i) order
- (ii) equity
- (iii) scalar chain
- (iv) All of the above

[

(d) The primary function of a manager is

- (i) planning
- (ii) organizing
- (iii) directing
- (iv) controlling

[

(e) The process of predicting future uncertainties is

- (i) decision making
- (ii) forecasting
- (iii) control
- (iv) None of the above

[       ]

(f) An employee receiving orders from a superior only is

- (i) span of control
- (ii) unity of command
- (iii) delegation
- (iv) None of the above

[       ]

(g) The power to make decisions for guiding the action of others is

- (i) authority
- (ii) responsibility
- (iii) autonomy
- (iv) None of the above

[       ]

(h) The process of attempting to influence o

- (i) request
- (ii) authority
- (iii) motivation
- (iv) None of the above

[

(i) Blueprint of a desired plan of action i

- (i) budget
- (ii) plan
- (iii) control
- (iv) None of the above

[

(j) Checking the current performance v  
determined standards of a plan is

- (i) investigation
- (ii) control
- (iii) budget
- (iv) None of the above

[

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

(a) Division of work leads to specialization.

( T / F )

(b) A good plan should be reasonable.

( T / F )

(c) Departmentation and decentralization is the same.

( T / F )

(d) Democratic style of leaders is elected through general elections.

( T / F )

(e) A good control system provides timely information to management.

( T / F )

3. Write short notes on the following :

(a) Centralization of power



(b) Levels of management

(c) Accountability

(d) Laissez-faire style of leadership

(e) Management audit