

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. 4

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

Or

- (b) Define communication. Explain the barrier- 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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Paper No. : BC-102

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(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

[]

(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 []

(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 []

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

(i) Management information system

(ii) Budgetary control

(iii) FIFO

(iv) LIFO []

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 :

2×5=10

(a) Management

(b) A good plan

(c) Formal organization

(d) Non-financial incentives

(e) Budget:
