

(i) Printed Pages : 2

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(ii) Questions : 9

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**B.Com. 1<sup>st</sup> Semester**

**1125**

**PRINCIPLES AND PRACTICES OF MANAGEMENT**

**Paper : BCM-107**

**Time Allowed : Three Hours]**

**[Maximum Marks : 80**

**Note:—** Attempt any **four** questions from Section–A and **two** questions from Section–B and **two** questions from Section–C.

**SECTION–A**

I. Attempt any **four**, each question carries 5 marks :

- (a) Explain the process of management.
- (b) Discuss the steps involved in the process of management by objectives.
- (c) Name the various styles of leadership.
- (d) Explain principles of Direction.
- (e) Distinguish between delegation and decentralisation.
- (f) Explain management as a discipline. 4×5=20

**SECTION–B**

II. Critically examine the contribution made by F.W. Taylor towards management thought. 15

- III. Define Planning and give its importance. Also give the steps in planning process. 15
- IV. "Decision making is a solution selected after examining several alternatives." Discuss. 15
- V. What do you understand by the concept of organization ? Give the nature and importance of organization in detail. 15

### SECTION-C

- VI. How would you define motivation ? Explain the theory of motivation advocated by Maslow. Comment upon the hierarchy of needs. 15
- VII. (a) What is Supervision ? Discuss the importance of Supervision.  
(b) What are the different barriers to an effective communication ? 15
- VIII. "Control is a fundamental function that ensure work accomplishment according to plans." Explain and discuss various steps involved in control process. 15
- IX. What is the meaning of Co-ordination ? Discuss the principles and importance of Co-ordination. 15