

**B.COM. DEGREE EXAMINATION NOVEMBER 2022**  
**COMMERCE**  
**FIRST SEMESTER**

**COURSE : MAJOR – CORE**  
**PAPER : PRINCIPLES AND PRACTICE OF MANAGEMENT**  
**TIME : 3 HOURS** **MAX. MARKS: 100**

**SECTION – A**

**ANSWER ALL QUESTIONS: (10 x 2 = 20)**

1. Define Management.
2. What is meant by Esprit de corps?
3. What are the basic steps in the Planning process?
4. What is MBO?
5. Mention the various elements in the process of communication.
6. What is the relevance of Information technology?
7. What is job analysis?
8. Name the various leadership styles.
9. Define Scientific Management.
10. Define Quality Circle.

**SECTION – B**

**ANSWER ANY FIVE QUESTIONS: (5 x 8 = 40)**

11. Explain the various functions of management.
12. Explain the different types of plans.
13. Define decision- making and explain the process of decision –making.
14. Distinguish between formal and informal organisation.
15. Explain ‘Maslow’s Need Hierarchy Theory’ of motivation.
16. Explain the different sources of recruitment
17. Define Controlling. Explain the types of Control

**SECTION – C**

**ANSWER ANY TWO QUESTIONS: (2 x 20 = 40)**

18. Explain Henry Fayol’s 14 Principles of Management.
19. Define Leadership and describe the different styles of leadership.
20. Explain the steps involved in the control process with advantages and disadvantages.
21. What do you mean by departmentation and explain the different types of departmentation?