

**STELLA MARIS COLLEGE (AUTONOMOUS) CHENNAI – 86**  
(For candidates admitted from the academic year 2023 – 2024)

**B. COM DEGREE EXAMINATION, NOVEMBER 2023**  
**COMMERCE**  
**FIRST SEMESTER**

**COURSE** : **MAJOR CORE**  
**PAPER** : **PRINCIPLES AND PRACTICE OF MANAGEMENT**  
**SUBJECT CODE** : **23CM /MC/PM13**  
**TIME** : **3 HOURS** **MAX. MARKS: 100**

<b>Q. No.</b>	<b>SECTION A</b> <b>Answer all the questions</b>	<b>(5 x 2 = 10)</b>	<b>CO</b>	<b>KL</b>
1.	Define Management.		1	K1
2.	State the meaning of Planning.		1	K1
3.	What is 'Organisational chart'?		1	K1
4.	Give the meaning of Job Design.		1	K1
5.	Write a note on Quality Circle.		1	K1
<b>Q. No.</b>	<b>SECTION B</b> <b>Answer all the questions</b>	<b>(5 x 2 = 10)</b>	<b>CO</b>	<b>KL</b>
6.	Describe the levels of management.		2	K 2
7.	Write a note on MBO.		2	K 2
8.	What is meant by virtual organization?		2	K 2
9.	State Herzberg's two-factor Theory.		2	K 2
10.	List the types of Control.		2	K 2
<b>Q. No.</b>	<b>SECTION C</b> <b>Answer any two questions</b>	<b>(2 x 10 = 20)</b>	<b>CO</b>	<b>KL</b>
11.	Construct the importance of Management.		3	K3
12.	Analyse the methods of planning in management.		3	K3
13.	Outline the challenges faced by a virtual organization.		3	K3
<b>Q. No.</b>	<b>SECTION D</b> <b>Answer any two questions</b>	<b>(2 x 10 = 20)</b>	<b>CO</b>	<b>KL</b>
14.	Distinguish between Recruitment and Selection.		4	K4
15.	Interpret the Seven C's of Communication.		4	K4
16.	Explain the different styles of leadership.		4	K4
<b>Q. No.</b>	<b>SECTION E</b> <b>Answer any two questions</b>	<b>(2 x 20 = 40)</b>	<b>CO</b>	<b>KL</b>
17.	List out the general principles of management laid down by Henry Fayol.		5	K5
18.	Critically examine the need hierarchy theory of motivation propounded by Abraham Maslow.		5	K5
19.	Enumerate the different types of training and control process.		5	K5
20.	Define Planning. Construct the process of Planning.		5	K5

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