



M 2353

Reg. No. :

Name :



III Semester B.A./B.Sc./B.Com./B.B.A./B.B.A.T.T.M./B.B.M./B.C.A./B.S.W./
B.A. Afsal Ul Ulama Degree (CCSS – Reg./Supple./Improv.)
Examination, November 2012
Core Course in Commerce
3 B03 COM : MANAGEMENT PRINCIPLES

Time : 3 Hours

Max.Weightage :30

PART – A

This part consist of two bunches of questions carrying equal weightage of one. Each bunch consist of four objective type questions. Answer all questions.

- I. 1) * _____ school of thought concerned primarily with behaviour of people in groups.
- a) Decision theory school b) Social system school
c) Scientific management school d) None of these
- 2) Who is the father of management process school ?
- a) Hentry Fayol b) F. W. Taylor
c) Arthur Indwick d) None of these
- 3) The authority of a manager over his immediate subordinate is called
- a) Staff authority b) Functional authority
c) Line authority d) None of these
- 4) _____ is the process of choosing from amongst alternative.
- a) Decision making b) Organising
c) Staffing d) None of these (W = 1)
- II. 5) _____ is the father of scientific management.
- 6) _____ type of plans are formulated by the top management of an organisation.
- 7) Granting authority to subordinates to carry out work is called
- 8) _____ is the inventer of need hierarchy theory. (W = 1)

P.T.O.



PART – B

Answer any eight questions in one or two sentences each. Each question carries a weightage of one.

- 9) What are the different types of motivation ?
- 10) What is informal organisation ?
- 11) State the meaning of planning.
- 12) What is a policy ?
- 13) Define decision making.
- 14) What do you mean by line authority ?
- 15) What is committee organisation ?
- 16) What do you mean by staffing ?
- 17) State any one feature of Mc Gregor's theory X.
- 18) What is leadership ?

(W = 8×1=8)

PART – C

Answer any six questions. Answer not to exceed on page. Each question carries a weightage of two.

- 19) State the different phases of managerial control.
- 20) What is performance appraisal ? Discuss any two methods of performance appraisal.
- 21) State the advantages of MBO.
- 22) Explain the different steps in planning.
- 23) What are the factors determining the span of management ?
- 24) Explain the basic elements of delegates.
- 25) What are the features of management process ?
- 26) Discuss the characteristics of quantitative school of thought.

(W = 6×2=12)

PART – D

Answer any two. Each question carries a weightage of four. Answer not to exceed four pages.

- 27) Define motivation. Explain Maslow's need hierarchy theory of motivation.
- 28) Discuss the main requirements of effective delegation.
- 29) Discuss the meaning and importance of organising.

(W = 2×4=8)