



**2023/FYUG/ODD/SEM/
COMDSC-102T/125**

**FYUG Odd Semester Exam., 2023
(Held in 2024)**

COMMERCE

(1st Semester)

Course No. : COMDSC-102T

(Principles of Management)

Full Marks : 70

Pass Marks : 28

Time : 3 hours

*The figures in the margin indicate full marks
for the questions*

SECTION—A

Answer ten questions, selecting any two from each

Unit : 2×10=20

UNIT—I

1. State two importances of management.
2. Name the book published for the first time consisting the contribution of Henry Fayol.
3. State one example of open system and one of closed system.



(2)

UNIT—II

4. What is planning?
5. What is decision-making?
6. What is microenvironment of business firm?

UNIT—III

7. What is decentralization?
8. What is delegation of authority?
9. State two bases of departmentation.

UNIT—IV

10. What is motivation?
11. State two importances of motivation in managing an organization.
12. What is control in management?

UNIT—V

13. What is digitalization?
14. State two features of entrepreneurship.
15. What is innovation?



(3)

SECTION—B

Answer *five* questions, selecting *one* from each
Unit : 10×5=50

UNIT—I

16. Discuss the contribution of Herbert Simon in the field of administrative behaviour and decision making.
17. In what way organizational change is related to organizational structure as stated by Peter F. Drucker?

UNIT—II

18. (a) What is individual decision-making? 2
(b) What is group decision-making? 2
(c) Discuss the techniques for improving group decision-making. 6
19. (a) Discuss the concept of strategies. 3
(b) Discuss the different levels at which strategies operate. 7

UNIT—III

20. Discuss the various factors those affect organizational design.



(4)

21. What is informal organization? Discuss the major problems that emerge due to the operation of informal organization. 3+7=10

UNIT—IV

22. (a) Discuss the behavioural theory of leadership. 5
- (b) Delineate the implications of behavioural theory of leadership for managers. 5
23. "Planning is the basis, delegation is the key, information is the guide and action is the essence of control." Discuss and bring out the relationship between control and other functions.

UNIT—V

24. Elaborate the factors involved in reshaping and redesigning management purpose.
25. What is subaltern management? Discuss the rise of subaltern managers in the post-Independence India. 3+7=10

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