

**SECTION B – (2 x 5 = 10 marks)**  
**ANSWER ANY TWO QUESTIONS**

16. Describe about the evolution of management thought.
17. Examine the Decision -making process.
18. Explain the merits and demerits of matrix organizational structure.
19. Elaborate the different types of Training Methods?
20. Explain the essential requisites for excellent co-ordination.

**SECTION C – (5 x 10 = 50 marks)**  
**ANSWER ALL QUESTIONS**

21. A Explain the concept of scientific management.  
**OR**  
B Explain Henry Fayol's fourteen principles of management.
22. A Describe the benefits and weakness of MBO.  
**OR**  
B Explain the Tools and Techniques of Planning.
23. A Explain the factors determining decentralization.  
**OR**  
B Explain the Types of organizational structure.
24. A Explain the importance of Staffing.  
**OR**  
B Elaborate the Tools and Techniques of Performance Appraisal.
25. A Describe in detail the various steps involved in controlling.  
**OR**  
B Are leaders born or made? Present your views.

Four Pages  
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**END SEMESTER EXAMINATION NOV/DEC-2023**

**First Semester**

**B.COM / B.COM CA / B.COM PA**

**CORE COURSE II – PRINCIPLES OF MANAGEMENT**

**Time: Three Hours**

**Maximum: 75 marks**

**SECTION A – (15 x 1 = 15 marks)**  
**ANSWER ALL QUESTIONS**

1. What does MOST stand for?  
A Maximum Output Strategy Tools  
B Mission, Objectives, Strategies and Tactics  
C Machinery, Office, Staff and Technology  
D Manager, Operator, Seller and Trader
2. Which Scientific Management Principle states that employees should be rewarded for making proposals for cost reductions?  
A Harmony not discord  
B Science, not a rule of thumb  
C Cooperation not individualism  
D All of the above
3. \_\_\_\_\_ is true about managers within an organization.  
A Management skills apply to managers at top levels in an organization  
B Management skills apply to managers at all levels in an organization



- C Management skills apply to managers at middle levels in an organization      D Management skills apply to managers at executive levels in an organization
4. A budget is an example of \_\_\_\_\_ the following plan.  
 A Strategic Plan      B Informal Plan  
 C Single use Plan      D Standing Plan
5. Which one of the following is the limitation of Planning?  
 A Resistance to Change      B Slower Changes  
 C Flexibility      D Cost Effective
6. The decision-making process consists of a series of eight steps that identify a problem and work toward ultimately \_\_\_\_\_.  
 A determining if there is a solution to the problem      B solving the problem  
 C making a plan to solve the problem      D breaking down the problem into a series of step
7. Maximizing value for an organization means making sure that\_\_\_\_.  
 A the organization makes the best interests of the money      B the best interests of the organization are addressed  
 C the decision made is as rational as possible      D the decision is as simple as possible
8. Responsibility always flows from  
 A Subordinate to Superior      B Superior to Subordinate  
 C Both A and B      D None of the above
9. Which one of the following is not a principle of organization?  
 A Principle of exception      B Principle of balance  
 C Principle of complexity      D Principle of co-operation

10. Identify the correct recruitment process flow  
 i. Generate applicant post  
 ii. Evaluate  
 iii. Job analysis  
 iv. Offer  
 A I, II, III, IV      B III, I, II, IV  
 C I, III, IV, I      D IV, III, I, II
11. The Basket Training Method means  
 A Development of Decision skill      B Development of Institute  
 C Development of Resources      D Development of Production
12. \_\_\_\_\_ is not a subjective performance appraisal factor.  
 A Attitude      B Behavior  
 C Amount of work      D Friendliness
13. \_\_\_\_\_ is not an element of directing.  
 A Supervision      B Communication  
 C Leadership      D Inspection
14. Which of the following is not a feature of leadership?  
 A It shows ability of an individual to influence others.      B It leads to achievement of organizational goals.  
 C Leadership is one-time process.      D It leads to desired change in the organization.
15. \_\_\_\_\_ is not a necessary feature of the controlling.  
 A It maintains order and discipline      B It prevents action coordination.  
 C It aids in the evaluation of standard accuracy.      D It boosts worker motivation.