

# **KAMARAJ COLLEGE (Autonomous)**

Accredited with A+ Grade by NAAC

(Affiliated to Manonmaniam Sundaranar University, Tirunelveli)

THOOTHUKUDI – 628 003

**(5 Pages)**

**Reg. No: .....**

**Question Code No : 25000411 Course Code: 24UMC012/24UMBE12/**  
**24UMBF12/24UMCR12**

**UG Degree - End Semester Examinations, November 2025**

**First Semester**

**B.Com/B.Com Banking and E-Commerce/**

**B.Com Banking and Finance/ B.Com Corporate Secretaryship**

**Principles of Management**

**(For those who joined in July 2024 onwards)**

**Time : 3 Hours**

**Maximum : 75 Marks**

**PART – A (10 × 1 = 10 Marks)**

**Answer ALL Questions**

**Choose the correct answer:**

1. Which of the following is the main reason for existence of an organization?
  - (a) The vision of an organization
  - (b) The mission of an organization
  - (c) The objective of an organization

(d) CEO of an organization

2. Management is a \_\_\_\_\_ directed process as it aims at achieving specified goals.

(a) Continuous (b) Future  
(c) Deliberate (d) Goal

3. Forecasting techniques that use historical data to predict future trends are known as \_\_\_\_\_ forecasting.

(a) Qualitative (b) Quantitative  
(c) Time series (d) Casual

4. Planning is the \_\_\_\_\_ function of manager.

(a) Primary (b) Objective  
(c) Last (d) Casual

5. A functional organizational structure is based on \_\_\_\_\_

(a) Geographical location (b) Product or services  
(c) Project or tasks (d) Function or activities

6. The form of organization known for giving rise to rumours is called \_\_\_\_\_ organization.

(a) Decentralized (b) Formal  
(c) Centralized (d) Informal

7. This function of management is related to placing the right person at the right job.

(a) Organizing

(b) Staffing

(c) Planning

(d) Controlling

8. Process of attracting specified person to apply for the jobs that are open is referred as \_\_\_\_\_

(a) Training

(b) Recruitment

(c) HRM

(d) Transfer

9. Management by exception typically emphasize \_\_\_\_\_ control.

(a) Feed forward

(b) Concurrent

(c) Preventive

(d) Feedback

10. Directing flows in \_\_\_\_\_ direction.

(a) Upward

(b) Downward

(c) Diagonal

(d) Both (a) & (b)

### **PART - B (5 X 5 = 25 Marks)**

**Answer ALL Questions choosing either (a) or (b).**

**Answer should not exceed 250 words.**

11. (a) State the scope of management.

**(OR)**

(b) Explain the different levels of management.

12. (a) Write a note on decision making.

**(OR)**

(b) Explain the limitations of planning.

13. (a) List out the nature of organizing.

**(OR)**

(b) Write about the principles of delegation.

14. (a) Explain the needs of training.

**(OR)**

(b) Discuss the benefits of training.

15. (a) Enumerate the importance of control.

**(OR)**

(b) Write a note on co-ordination.

**PART – C (5 X 8 = 40 Marks)**

**Answer ALL Questions choosing either (a) or (b).**

**Answer should not exceed 500 words.**

16. (a) Discuss the trends and challenges of management.

**(OR)**

(b) Elucidate the responsibilities of management.

17. (a) State the importance of forecasting.

**(OR)**

(b) Discuss the types of planning.

18. (a) State the characteristics of organizing.

**(OR)**

(b) Discuss the types of organizing structure.

19. (a) Explain different types of leadership strategy.

**(OR)**

(b) Write the procedure for staff selection.

20. (a) Discuss the importance of controlling.

**(OR)**

(b) Explain the qualities of successful women leader.